TRADE AND INDUSTRY

27 July 1972 Volume 8 No 4 10p

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Sheffield goes to Europe

This article is one in a series showing how firms are gearing themselves for the enlarged European Community. The series describes preparations being made by managements throughout Britain, in different industries and with labour forces ranging from tens to thousands. Each article deals with one or more aspects of 'Preparing for Europe'. The complete series will cover sales and marketing, design and production, purchasing, distribution and implications for trade in the home as well as export markets.

Company:	Neepsend Ltd
Address:	Lancaster Street, Sheffield S3 8QA
Products:	Steel products generally including rolled steel, hand tools, machine knives, files
Labour force:	2,500
Turnover 1971:	£11½ million
Exports 1971:	£1¼ million
Chief markets	Europe, USA, Australasia, India, South Africa, Scandinavia.

STANLEY L. SPEIGHT, chairman of the Neepsend group of 42 companies, is a dedicated 'European'. As chairman, and before that as sales director, he has long been seeking ways in which the group could increase its penetration of European markets. He has been remarkably successful. In 1968 the group's sales to Europe amounted to £68,000. Last year they had risen to £241,000. What has been the secret of success? Like most businessmen who have done well he has great confidence in his products; and in fact of products from Sheffield generally. 'There are things we make here,' he says, 'which they really want in Europe and are not made anywhere else.'

But its no longer true (if it ever was) that 'if you make a better mousetrap than anyone else then the world will beat a path to your door'. You have now got to tell the world about your mousetrap and enable people to buy it at least as easily as they can inferior models. Mr. Speight regards getting the marketing arrangements right for each country as absolutely essential. But he is not at all doctrinaire as to what these should be. Some time ago he became convinced that for his group it was not right to rely solely on agency arrangements. This view was confirmed by conversations he had with members of the Netherlands Chamber of Commerce and again last year when he sent one of the Neepsend directors, John Peile into various EEC Countries to report on the group's marketing operations within them. 'We have got to get factory representatives into the Community', he says, 'men who are really committed to the company, who can service agents and really look after them on the spot'. He has been conducting a survey amongst his representatives in Britain to find out where the talent for foreign languages lies. 'Whoever we send out', he says, 'must be able to communicate fluently with businessmen in the countries in which they are operating. We shall make sure they get the necessary training to do this. I keep plugging the point that representatives must now think of the EEC as an extension of the UK market'.

In two countries Neepsend have already gone further. In 1971 the group arranged to take a 12½ per cent stake in the equity of a French company, DOGA. DOGA was chosen because it was a distribution company with important sales outlets and which was really geared to selling Neepsend's products. Now the deputy chairman of Neepsend, Kenneth Jacques, is a director of DOGA, with specific responsibility for Neepsend's products. In all publicity and literature the name of Neepsend is linked with that of DOGA, and in April this year they exhibited at the Paris Machine Tool Fair as 'DOGA Neepsend'. Since this arrangement sales in France have rocketed. Stanley Speight hopes that in due course DOGA's activities will extend to countries outside France.

Special relationship

In Holland, too, the group have developed a 'special relationship' with a local firm, although of rather a different kind. Nederlandse Hard Metal, who manufacture complementary products to Neepsend, had built up extensive sales outlets for their products in Holland. In 1965 Neepsend came to an agreement with them, by which Neepsend would supply all their requirements for milling cutter bodies which NHM would fit with blades. Now Neepsend are also marketing NHM's products in the UK. Since this agreement sales have risen in Holland from £16,000. in 1968 to £38,000 in 1971.

Neepsend is hoping to establish a similar sales arrangement in Germany to the one it has made in France. But in other countries it will continue to rely on agents. Stanley Speight's view of agencies is that like most other things if you want value from them they have got to be looked after. 'You have got to keep visiting them,' he says, 'and at management as well as technical level. The more you see your agents the more they will attend to your products. What is more if your relationship with your agent is close you may be able to get from him all the market research information that you need'. But following John Peile's survey Neepsend are seeking to establish a main agency in each country to ensure that all subsidiary

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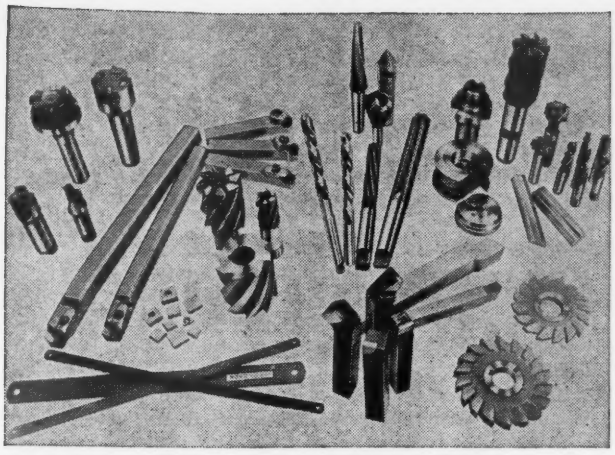

Examples from the wide range of Neepsend products.

suppliers have quick access to full supplies of stock. As Stanley Speight remarked, delivery time is usually a vital factor. 'If we had to rely on small agents sending to Sheffield for supplies to meet major orders we would not get very many.'

But of course in all markets the first essential is to get your products really well known.

Although many of the Group's companies manufacture products under their own name, overseas they are all sold under the name of Neepsend. The group have also gone flat out for promoting their products at European trade fairs. They strongly encourage their agents to enter for the right fairs and give them financial help to do so.

Stanley Speight is a very firm believer in the value of overseas missions. In the last five years he has himself led four. He says, 'a mission makes a very much bigger impression than an individual visit. It's much easier to make the right sort of contacts. They are particularly valuable for new exporters "getting to know the ropes".'

Apart from the direct value in getting business Stanley Speight finds that overseas visits of all kinds are very important in enabling you to get to know your competitors much better, and how they operate. He says 'I've found dealing with businessmen in the Community very like dealing with them in Sheffield, where its almost like a club. They may be competitors but they are prepared to talk. And informal conversation with other businessmen can often give you more relevant information about how community regulations and law operate in practice than the more academic reflections of specialist lawyers on the subject'.

Competitive already

How do Neepsend see their future in the Community? 'We know we are competitive already in the EEC, selling over a tariff against our products ranging between 10 and 15 per cent. We expect the volume of our sales to go up considerably as this comes down. We also expect to remain highly competitive in Britain', said Mr. Speight.

But he thinks that to maximise sales there is a good deal more scope for co-operation between manufacturers of complementary products. He mentions the recent 'Sheffield' entry to the Gothenburg Fair this year as an example of a step in this direction. This was the first time that a city had entered a general trade fair as a single unit. It was enormously successful and there are plans to repeat the experiment in Germany. 'Together', he says, 'Sheffield firms can competitively offer customers in the Community an enormous range of steel products. We could help each other in developing the most effective possible organisations to market them'.

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Britain and the EEC

Collected edition of *Trade and Industry* articles available free from DTI

In less than a year Britain expects to be a full member of the EEC. Already many firms are actively preparing to take full advantage of the new opportunities and to meet the new challenge which entry will bring. Many others, especially small and medium sized firms, are only now beginning to consider what membership will mean to them. Some perhaps—especially those not involved in exporting—may even feel that Brtain's entry will have little direct impact upon them. This is very far from the truth.

Membership will have important and far-reaching implications for the whole of British industry, not only in the export field but also in day-to-day operations in the United Kingdom market. It is extremely important, therefore, that all British firms should begin now to familiarise themselves with all those aspects of the EEC—institutions, legislation, trading practices, tariff changes—which will make up the Community environment in which they will be functioning from 1973 onwards.

For many businessmen, with little time to spare, the problem will be where to begin—how to select from a bewildering mass of publications the material that will give them the basic information they need. A good way to start would be to read the series of articles *Britain and the EEC* which has been appearing in *Trade and Industry* over the last six months. Eleven of these articles are now available in a collected edition and can be obtained free of charge from DTI's EEC/EFTA Information Unit.

The series includes background articles on the Treaty of Rome, the European Coal, Steel and Atomic Energy Communities, Community law and regional policy. Practical information, of direct interest to businessmen, is contained in articles dealing with transport, industrial and commercial policy and the free movement of labour. One particularly important article—*Fair Competition in the Community*—deals with Community policy on matters most likely to affect businessmen such as restrictive trade practices, monopolies and mergers. Another useful article provides a guide to the advice and information available from DTI.

The complete list of titles in the collected edition is as follows:

The Treaty of Rome: an outline of its principal provisions.
The European Coal, Steel and Atomic Energy Communities.
The scope and form of Community Law.
Industrial policy and the Community.
The EEC and the free movement of labour.
Common Market transport policy.
Technology and the Community.
Common commercial policy of the EEC.
Fair competition in the Community.
Regional policy and the Community: the Community's concern with regional problems.
Information and advice on the EEC available from the Department of Trade and Industry.

Further articles in the *Britain and the EEC* series continue to appear from time to time in *Trade and Industry* and, in addition to those in the collected edition, the following articles have now been published:

Selling to the Common Market: prepare now for Britain's entry.
Transitional arrangements for industrial tariffs on joining the EEC.
The EEC/EFTA Information Unit.
The secondary legislation of the European Communities.

Copies of the publication and of individual articles can be obtained free of charge from the EEC/EFTA Information Unit, DTI, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877 Ext. 3579 or 2479.

One of five Whitlock 370 off-set excavator/loaders being shipped at Cliff Quay, Ipswich, en route to Firma Wilhelm Schaefer, Heppenheim, Whitlock distributors in Germany. The 370 is manufactured by HY-MAC Ltd., part of the Powell Duffryn Group which also controls the forwarding agents handling the shipment—Cory Brothers Shipping Ltd.

Regional policy and the EEC

Mr. Christopher Chataway, Minister for Industrial Development, answered questions about regional policy and the EEC in the House of Commons on July 18. Mr. Chataway was asked whether in the light of the representation of the West German Government, he would make a statement on the assurances he had received from the Brussels Commission that the regional policies of Her Majesty's Government embodied in legislation now before Parliament were acceptable to the Commission.

He replied: 'We have been in close touch with the development of Community Regional Policy and thinking over a considerable period of time. As a result we have no reason to believe that there is any conflict between our new Regional measures and the obligations of membership of the Community—a belief borne out by the fact that our new measures have been public knowledge for four months without attracting criticism from the Commission or any member State. As I understand recent developments, the German Government have asked for information from the Commission about three aspects of our new policies: free depreciation for plant and machinery, depreciation allowance for industrial buildings and regional development grants. I further understand that the Commission has already told the German Government that the depreciation provisions in the Finance Bill are not regarded by them as regional measures and are, therefore, irrelevant to Article 92 of the Treaty of Rome. The position on regional development grants turns on the discussions still to be held under Article 154 of the Treaty of Accession. Again we are quite confident that a perfectly satisfactory outcome will emerge from these discussions.'

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New EC legislation

Further information on the items in this section is available from Department of Trade and Industry, Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, extension as indicated at end of each item), or Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877).

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and proposed regulation which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts and draft text may be seen on application.

Cattlemeat beef and veal. Regulation (CEE) No. 1452/72 reimposes the Common Customs duties and levies in the cattlemeat sector. (*Journal Officiel* No. L154, July 8, 1972)

Regulation (CEE) No. 1474/72 concerns levies applicable to imports of adult bovine animals and their meat coming from Yugoslavia. (*Journal Officiel* No. L157, July 13, 1972)

Processed agricultural products. Regulation (CEE) No. 1463/72 extends the period of validity of Regulation (CEE) No. 1267/69 laying down special provisions applicable to imports into the Community from Greece, of products dealt with in Regulation (CEE) No. 1059/69. (*Journal Officiel* No. L156, July 12, 1972)

Regulation (CEE) No. 1501/72 determines the amounts of the corrected variable elements applicable from July 15, 1972 to the import into the Community of certain products manufactured from rice which are dealt with in Regulation (CEE) No. 1059/69. (*Journal Officiel* No. L158, July 14, 1972)

Fruit and vegetables. Regulation (CEE) No. 1484/72 fixes the reference prices of table grapes. (*Journal Officiel* No. L157, July 13, 1972)

Regulation (CEE) No. 1485/72 fixes the reference prices of pears for the period June 1, 1972 to January 31, 1973. (*Journal Officiel* No. L157, July 13, 1972)

Regulation (CEE) No. 1486/72 relates to the safeguard measures applicable to the import of peaches. (*Journal Officiel* No. L157, July 13, 1972)

Regulation (CEE) No. 1513/72 alters the countervailing duty on the import of peaches coming from Greece. (*Journal Officiel* No. L159, July 15, 1972)

Wine. The *Journal Officiel* No. C75 dated July 12, 1972 contains the draft text of a proposed regulation completing Regulation (CEE) No. 816/70 in so far as it concerns the maximum content of sulphur dioxide in wines other than sparkling wine and liqueur wine, intended for direct human consumption in the Community. It should be noted that the text of the regulation, when finally approved, may differ from the draft text referred to above.

Oils, fats and oilseeds. Regulation (CEE) No. 1514/72 relates to certain procedures concerning aid in respect of cotton seeds. (*Journal Officiel* No. L159, July 15, 1972)

Regulation (CEE) No. 1515/72 relates to determining intervention centres for oilseeds other than the principal centres and the derived intervention prices applicable thereto. (*Journal Officiel* No. L159, July 15, 1972)

Regulation (CEE) No. 1516/72 amends Regulation (CEE) No. 1125/68 relating to procedures concerning additional aid for colza and rape seeds processed in Italy. (*Journal Officiel* No. L159, July 15, 1972)

Regulation (CEE) No. 1517/72 amends the annex to Regulation No. 225/67/CEE in so far as it concerns the equivalence coefficients for colza and rape seeds. (*Journal Officiel* No. L159, July 15, 1972)

Cereals and rice. Regulation (CEE) No. 1454/72 determines, for the 1972-73 marketing year, certain marketing centres for cereals and the derived intervention prices applicable thereto. (*Journal Officiel* No. L155, July 11, 1972)

Regulation (CEE) No. 1460/72 amends Regulation (CEE) No. 1493/71 in so far as it concerns price increases and reductions applicable to intervention for cereals. (*Journal Officiel* No. L155, July 11, 1972)

Regulation (CEE) No. 1466/72 amends Regulation (CEE) No. 656/71 relating to the system to be applied to maize originating in Tanzania, Uganda and Kenya. (*Journal Officiel* No. L156, July 12, 1972)

Regulation (CEE) No. 1499/72 amends Regulation No. 467/67/CEE as regards processing costs relating to various stages of the processing of rice. (*Journal Officiel* No. L158, July 14, 1972)

Regulation (CEE) No. 1500/72 fixes, for the 1972-73 marketing year, the variety of long grained rice representative of Community production, the difference in value between the latter variety and the variety of round grained rice which corresponds to the standard quality, the threshold price of long grained husked rice and the threshold prices of blanched rice. (*Journal Officiel* No. L158, July 14, 1972)

Regulation (CEE) No. 1502/72 relates to the refund on malt exported at the beginning of the 1972-73 marketing year. (*Journal Officiel* No. L158, July 14, 1972)

Regulation (CEE) No. 1503/72 relates to a new amendment of the Annex to Regulation No. 451/67/CEE fixing the quantity of potatoes required for manufacturing 100 kg of starch. (*Journal Officiel* No. L158, July 14, 1972)

Regulation (CEE) No. 1505/72 determines for the 1972-73 marketing year, the marketing centres for rice, other than Arles and Vercelli. (*Journal Officiel* No. L159, July 15, 1972)

Regulation (CEE) No. 1506/72 fixes, for the 1972-73 marketing year, the amounts to be taken in consideration for adjusting the import levies and export refunds fixed in advance for rice. (*Journal Officiel* No. L159, July 15, 1972)

EDB ext. 7174/408

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry* dated January 27, 1972 contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1972.

The texts of the following Regulations and notices reimposing the Common Customs Tariff duties on certain of these products have been published in the *Journal Officiel des Communautés Européennes* as follows. The French texts may be seen on application:

Common Customs Tariff no.	Description of goods	Country of origin	Full rate of duty payable from	Tariff quota or preference set up by Reg. no.
Notice in *Journal Officiel* No. C74, July 10, 1972				
55.05	Cotton yarn, not put up for retail sale: B. Other II. Not specified: — single, measuring per kg: — more than 80,000 m up to 12,000 m	Colombia	July 12, 1972	2796/71
Regulation (CEE) No. 1504/72				
ex 61.03	Men's and boys' under garments, including collars, shirt fronts and cuffs of cotton material	India	July 17, 1972	2797/71

Journal Officiel No. L158, July 14, 1972

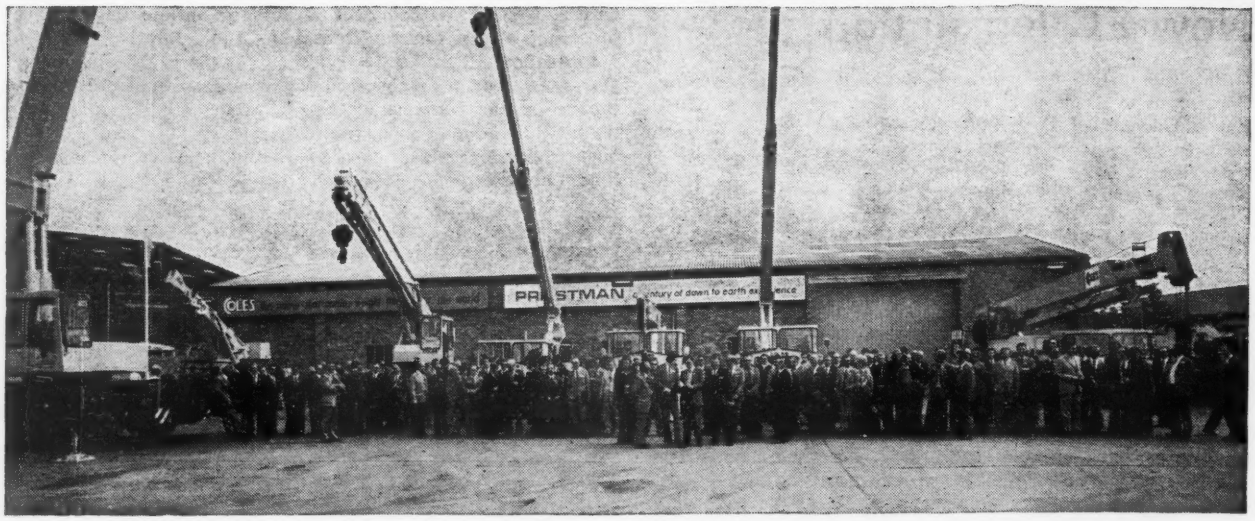
EDB ext. 7174/408

TARIFF QUOTAS IN THE EEC: The *Journal Officiel des Communautés Européennes* No. L156 dated July 12, 1972 contains the texts of two Regulations setting up Community tariff quotas

(continued on next page)

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Department of Trade and Industry Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London, EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, ext. 368 or Telex No. 886143).



A party of 180 visitors from three Common Market countries recently spent the day as guests of Coles Cranes Ltd. at the company's demonstration centre at Feltham, Middlesex. The guests, representing customer organisations in Belgium, the Netherlands, and Luxembourg, are pictured following a demonstration of seven new Coles telescopic boom cranes ranging from 10 to 40 tons in capacity. The firm now exports over half its products, and has subsidiary companies in Germany (where manufacturing is also undertaken) and France.

TARIFF QUOTAS IN THE EEC
continued

for certain products. Details of these quotas and their allocation to individual Member countries are set out below. Details of the method of allocation and of the conditions attached to all the quotas together with the French texts of the Regulations may be obtained on application.

Regulation (CEE) No. 1464/72 relates to the opening, allocation and administration of a Community tariff quota for 20,000 heads of heifers and cows, other than those intended for slaughter, of certain alpine breeds (CCT No. ex 01.02 A II b 2) at a 6 per cent rate of duty for the period July 1, 1972 to June 30, 1973. Fourteen thousand heads of the quota have been allocated on the following basis:

Germany	7,000 heads
France	2,750 heads
Italy	4,250 heads

The remaining 6,000 heads will form a reserve available to Member States referred to above who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 1465/72 relates to the opening, allocation and administration of a Community tariff quota for 5,000 heads of bulls, cows and heifers, other than those intended for slaughter, of certain alpine breeds (CCT No. 01.02 A II b 2) at a 4 per cent rate of duty for the period July 1, 1972 to June 30, 1973. Four thousand one hundred heads of the quota have been allocated on the following basis:

Germany	200 heads
France	100 heads
Italy	3,800 heads

The remaining 900 heads will form a reserve available to Member States referred to above who use 90 per cent or more of their original allocation. **EDB ext. 7174/408**

EEC/SPAIN AGREEMENT: The *Journal Officiel des Communautés Européennes* No. C73 dated July 7, 1972 contains the draft texts of the following proposed regulations. The French texts may be seen on application:

1. Relating to the opening, allocation and administration of Community tariff quotas for Xeres wines (CCT No. 22.05) originating in Spain
2. relating to the opening, allocation and administration of a Community tariff quota for Malaga wines (CCT No. 22.05) originating in Spain
3. relating to the opening, allocation and administration of Community tariff quotas for Jumilla, Priorato, Rioja and Valdepenas wines (CCT No. 22.05) originating in Spain.

It should be noted that the regulations, when finally approved, may differ from the draft texts referred to above.
EDB ext. 7174/408

IMPORTS FROM NON-MEMBER COUNTRIES: The *Journal Officiel des Communautés Européennes* No. L154 dated July 8, 1972 contains the text of Decision 72/246/CEE authorising France to exclude from Community treatment fruit preserves falling under Common Customs Tariff headings 08.10A, ex 08.11D, 20.25 ex C and 20.06 B II ex C)1cc) originating in Romania and freely circulating in the other Member States. The French text may be seen on application. **EDB ext. 7174/408**

TEMPORARY SUSPENSION OF IMPORT DUTIES: The *Journal Officiel des Communautés Européennes* No. C75 dated July 12, 1972 contains the draft text of a proposed regulation extending to August 31, 1973 the application of Regulations (CEE) Nos. 2313/71 and 2823/71 relating to the temporary suspension of Common Customs Tariff duties on wines originating in and coming from Algeria, Morocco, Tunisia and Turkey. It should be noted that the text of the regulation, when finally approved, may differ from the draft text referred to above. The French text may be seen on application. **EDB ext. 7174/408**

Catalogues of Government Publications

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Government's measures to stimulate the economy

THE following is the text of a letter sent by Mr. Christopher Chataway, Minister for Industrial Development, to Mr. David Goldstone, chairman of the North West region Chambers of Commerce Council in Manchester. The letter is dated July 17, 1972.

'I am replying to your letter of June 14.

'Your reference to delay in the introduction of the Government's measures to stimulate the economy is something of a misconception since the only delay is that created by the need to pass legislation for our proposals. The basic national incentives of improved tax allowances on plant and machinery and new industrial buildings are already effective. Regional Development Grants cannot be paid until the Industry Bill is passed, but grants will be payable in respect of expenditure for qualifying purposes defrayed on and after March 22, 1972.

'I certainly share your view that there is an important and continuing job of promotion to do, both on a national basis and in the Regions. The announcements we have already made and the publication of the White Paper and the Industry Bill have generated a large number of enquiries from industrialists about the new measures and an all-out promotional campaign will be mounted once the Bill has been passed.

'We are having discussions with NWIDA about the extent and nature of the relationship of their work to that of Central Government in the field of industrial development and in this context the Association have approached us for some grant aid. We have undertaken to consider their request.

'I appreciate your concern about the North West's desire to attract service industries. A major difficulty is however that most service industry is not mobile and is in the nature of things restricted to the area of industry or population it serves. For this reason a major increase in service employment must come from an expansion of existing service organisations in your region rather than from importation from outside the region. Certain parts of the North West already have substantial employment in service industries. The selective assistance provisions of Part II of the Industry Bill can be the means of assisting these industries to expand.

'You advocate tight controls over the issue of office development permits in London and the South East. The Town and Country Planning (Amendment) Bill provides for continuing, for up to another five years, the statutory restrictions on office development schemes of over 10,000 sq. ft. in the South East Economic Planning Region. An important purpose of the control is to continue the dispersal from London of office activities which can equally well be carried out elsewhere.

'The desire of the North West to be the site of Government offices will be borne in mind when the results of the present decentralisation study are available. Many areas have already made representations such as yours and the number of decentralisation projects is unlikely to be large enough to satisfy all claims.

'I note that you have issued the text of your letter to the press and I shall arrange for the text of this one to go to newspapers in the North West.'

Reprints of 'T & I' articles

Reprints of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (PI), HMSO, Atlantic House, Holborn Viaduct, London, EC1P 1BN. Reprints cost £3 for 250 copies of a page or part-page, plus 25p for each additional 125 copies; carriage extra.

Industrial Director for the North West

MR. Christopher Chataway, Minister for Industrial Development on July 18 announced the appointment of Mr. Arthur W. Ward as Industrial Director in the Department of Trade and Industry, North West Region.

As Industrial Director, Mr. Ward will have the status of Under-Secretary and be based in Manchester.

His main task will be the promotion of industrial development in North-West England and he will be concerned with the allocation of selective assistance.

In this he will work in close co-operation with the Department's Regional Director for the North West, Mrs. Phyllis James, whose appointment as an Under Secretary to the Region was announced three months ago. It is intended that Mr. Ward should take up his appointment on September 18.

Mr. Ward, who is 43, was born in Lancashire and has worked in the area for many years. He is an economist and has wide industrial experience, particularly in the textile industry. He relinquishes an appointment as managing director of a number of companies in the Spirella Group Ltd.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed mergers between the following enterprises:

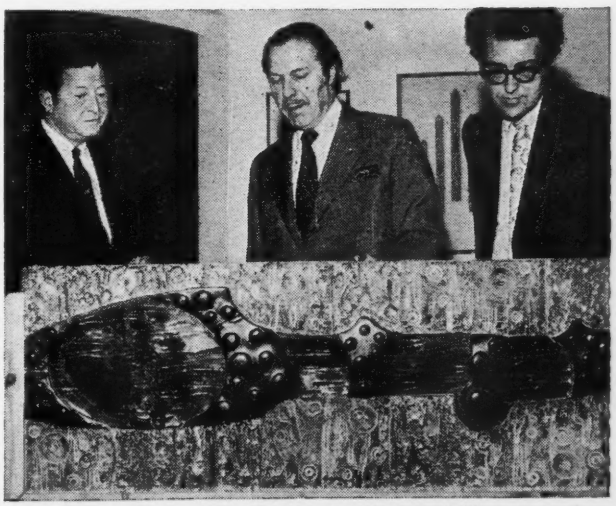
1. Guest Keen & Nettlefold Ltd. and Firth Cleveland Ltd.
2. United Biscuits Ltd. and the biscuit making interests of Cavenham Ltd.

Inspectors' report on Vehicle and General Insurance Company

MR. Michael Noble, Minister for Trade, said on July 19 that a copy of the report of the inspectors appointed to investigate the affairs of the Vehicle and General Insurance Company had been sent to the Director of Public Prosecutions.

Answering a written Commons question Mr. Noble said:

'I have recently received the report, a copy of which has been sent to the Director of Public Prosecutions. Police inquiries are being made and these inquiries will, inevitably, take a considerable time. Meanwhile, the report will not be published.'



A small-scale replica of a 17 ft.-long fused glass dividing screen for a civic library in Finland is examined by Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, during a visit to Whitefriars Glass Ltd., Wealdstone, Middlesex. The firm, established in the City of London in 1680 on the site of a monastery, has a large export trade. Mr. W. J. Wilson, managing director, is seen on the left, and on the right is Mr. D. C. Docherty, the Minister's private secretary.

Decisions on Littlebrook 'D' and Connah's Quay power stations

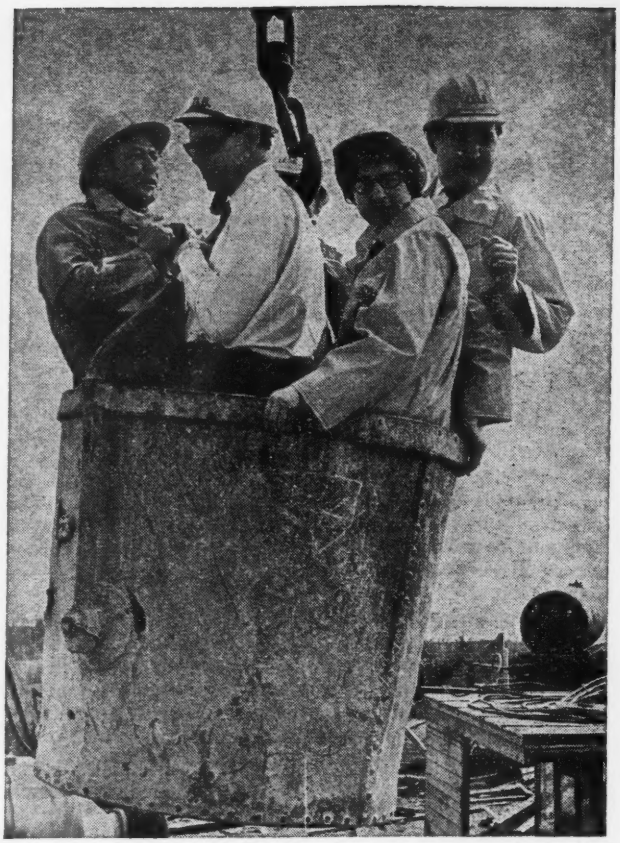
THE Secretary of State for Trade and Industry has authorised consent for the Central Electricity Generating Board to extend the Littlebrook generating station (Kent) by the addition of a new 2,000 MW oil-fired station to be known as Littlebrook 'D'. After consultation with the Secretary of State for Wales, consent to a 2,500 MW nuclear power station at Connah's Quay has been refused on planning grounds.

Notes

Littlebrook 'D'. There are already three generating stations totalling 459 MW capacity at Littlebrook comprising both coal and oil-fired units. No objections were received to the Board's proposals.

Connah's Quay. The station was opposed by the local planning authority and others and a public inquiry was held at Mold last year. The two inspectors agreed that the site was very suitable for the power station but the Planning Inspector considered that the preferred growth strategy for North East Flintshire recommended by Messrs. Shankland Cox and Associates in their Deeside study was superior to all alternatives and that as it was incompatible with the power station development, the CEGB's application should be rejected. The Engineering Inspector recommended that as the Deeside strategy had not been fully worked out the application should be held in suspense. The Secretary of State for Wales advised that to defer a decision until the Deeside strategy had been settled would impose an unacceptable constraint on planning and development in the area. The application, therefore, has been refused but the Board would be able to submit another application if circumstances were to change.

The new procedure for consents. These decisions have been made in accordance with the new procedure announced by the Minister for Industry, Mr. Tom Boardman, in Parliament on June 16. He said applications for planning consents for major power stations will be determined on the basis of planning, environmental and nuclear safety grounds. Such a consent, however, will not convey financial approval to the ordering of a station which will be determined in the context of the Government's consideration of the CEGB's annual capital development programme.



A bucket descent down a 160 ft. shaft was part of the day's work during a visit to South Wales by Mr. Peter Emery (right), Parliamentary Under-Secretary of State for Industry, and his assistant private secretary, Miss S. J. Smith. The shaft was on the Welsh side of the Central Electricity Generating Board's tunnel which will carry cables under the Severn and Wye rivers. Others seen making the descent are Mr. B. Honan (left), resident engineer, and Mr. G. N. Stone, director of operational planning, South Western Region, CEGB.

Mr. Cranley Onslow receives deputation from Rolls Royce Shareholders Action Group

MR. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace, received a deputation on July 18 representing the Rolls Royce Shareholders Action Group, who called on him to discuss a number of points arising out of the liquidation in 1971 of Rolls Royce Ltd. the creation of Rolls Royce (1971) Ltd. and the effect of measures arising out of these events on members of the Shareholders Action Group.

The Committee expressed strong views about the facts that the contract for the sale of the assets had not been published and that the hearing by the independent expert on the valuation of the assets was to be in private. In view of widespread unease among the public as well as the shareholders of Rolls Royce Ltd. about the confidentiality of these proceedings, the deputation urged that the Government should take steps to arrange for a fuller presentation to the public at large of the relevant documents. They submitted memoranda in support of their claims that Rolls Royce (1971) Ltd. was profitable and that MPs in debating the Rolls Royce Purchase Act of 1971 had cast doubt on the Government's motives in relation to insolvency of Rolls Royce Ltd. The deputation argued that the shareholders of the old company ought not as a result of the Act to be required to bear the loss incurred by restricting the market for the assets in the national interest.

In reply the Minister said he recognised that hardship had been suffered by some shareholders and he expressed sympathy for those affected. He stated, however, that his Ministerial duty was to advance the public interest within the limits of existing law. He went on to state that the Government's position had been fully set out in the Rolls Royce White Paper and that this position had not been challenged either in Parliament or elsewhere. He referred the deputation to the Receiver and his Committee of Inspection for answer on the points which were in their field of responsibility; and said that it was the independent expert's own decision to hold his inquiry in private.

The Committee said that the Minister's replies left them unsatisfied on a number of points. The Minister said he would be prepared to hear from them further on any fresh evidence they had to submit and that it was open to them to seek to pursue any points through Parliamentary or legal channels.

Complaint by private sector steel companies against the BSC to be investigated

THE Secretary of State for Trade and Industry, Mr. John Davies, has authorised the appointment of Lord Hirshfield under Section 30 of the Iron and Steel Act 1967 as a person to report to him on complaints made by independent steel companies through the British Independent Steel Producers Association alleging that practices employed by the British Steel Corporation in selling some of its products are unfair to the companies as steel producers.

Lord Hirshfield's appointment was announced in the Commons on July 18 by the Minister for Industry, Mr. Tom Boardman, in a written reply to a question.

The complaint alleges that the Corporation has, in setting its prices for non-alloy billets and for products derived from those billets, unfairly reduced the margins between these prices to the detriment of private sector producers.

Section 30 of the Iron and Steel Act 1967 gives private sector iron and steel producers the right to appeal to the Secretary of State against trading practices of the British Steel Corporation which they

consider to be unfair. The section empowers the Secretary of State to direct the Corporation to cease such practices if the allegation is substantiated after due inquiry.

Lord Hirshfield, senior partner, Hesketh, Hardy Hirshfield & Co, Chartered Accountants and in Horwarth and Horwarth (UK) Management Consultants, is deputy chairman, MLH Consultants, and of Northampton New Town Development Corporation. He is founder and director of the Foundation on Automation and Human Development. He is a member of the Iron and Steel Arbitration Tribunal and was a member of Crowther Committee on Consumer Credit 1968-71.

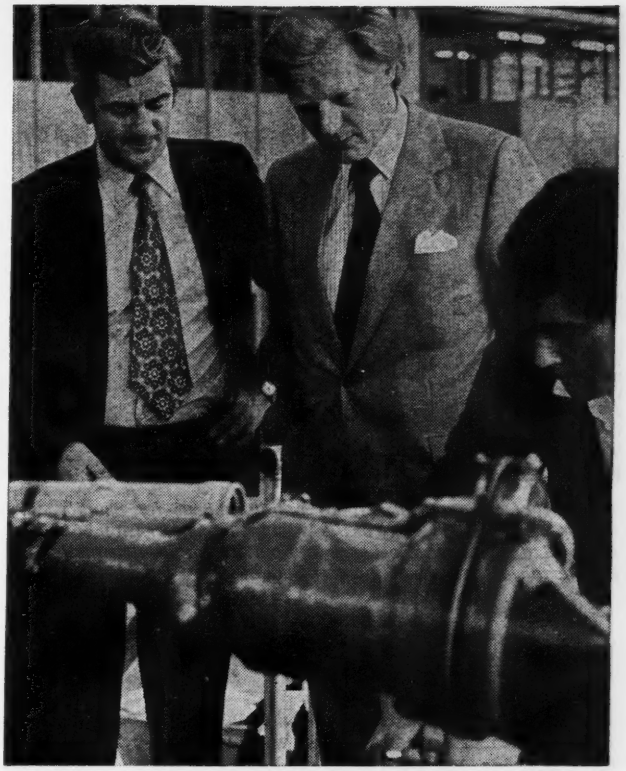
Commissioner and Assessors appointed for BEA Trident public inquiry

LORD Hailsham, the Lord Chancellor, has appointed the Hon. Mr. Justice Geoffrey Lane, AFC as Commissioner to conduct the public inquiry into the recent BEA Trident disaster, and Sir Morien Morgan, CB, director of the Royal Aircraft Establishment, and Capt. J. W. Jessop, deputy managing director of Northeast Airlines as Assessors.

This was announced on July 20 by Mr. Michael Heseltine, Minister for Aerospace when he answered a Parliamentary Question. Replying, Mr. Heseltine said:

'My Rt. hon. and noble Friend, the Lord Chancellor, has appointed the hon. Mr. Justice Geoffrey Lane, AFC, a judge of the High Court, to be the Commissioner at the public inquiry. He has also appointed Sir Morien Morgan, CB, Director of the Royal Aircraft Establishment and Captain J. W. Jessop, Deputy Managing Director of Northeast Airlines, as Assessors.

'The intention is that the public hearing should commence in London in mid-November. In the intervening period, in accordance with the Accident Investigations Regulations, detailed preparatory inquiries are being carried out by the Accidents Investigations Branch so that the case can be presented to the Court under the direction of my Rt. hon. and learned Friend, the Attorney General.'



Mr. Michael Heseltine, Minister for Aerospace (centre), examines a rotor head for a Lynx helicopter during a visit to Westland Aircraft Ltd. at Yeovil. The Minister saw work in progress on the Lynx, Gazelle and Puma helicopters, which are being produced in collaboration with France, and on the Sea King anti-submarine search and rescue helicopter. On the left is Mr. W. Sear, Westland's experimental manager.

Air transport: parties to the Guadalajara Convention

THREE countries—Guatemala, Rwanda and Swaziland—have become parties to the Guadalajara Convention 1961 since the list published in *Trade and Industry* on July 29, 1971. The convention, which is supplementary to the Warsaw Convention 1929, unifies certain rules relating to international carriage by air performed by a person other than the contracting carrier.

The following list shows countries which were parties to the convention on July 13, 1972 and gives the dates on which the convention came into force in each country:

Australia	1. 5.64	Netherlands	25. 5.46
Austria	21. 3.66	New Zealand	17. 8.69
Belgium	4. 8.69	Niger	12.10.64
Brazil	9. 5.67	Nigeria	14.10.69
Chad	7. 6.71	Norway	20. 4.67
Colombia	31. 7.66	Pakistan	19.10.65
Czechoslovakia	25.10.67	Paraguay	31.12.69
Denmark	20. 4.67	Philippines	4. 7.66
France	1. 5.64	Poland	16. 3.65
Gabon	19. 5.71	Romania	20. 7.65
German Federal Republic	31. 5.64	Rwanda	9. 9.71
Guatemala	22. 9.71	Swaziland	10.10.71
Hungary	21. 2.65	Sweden	20. 4.67
Ireland	19. 4.66	Switzerland	1. 5.64
Italy	13. 8.68	Tunisia	4. 8.70
Jamaica	1. 1.65	United Arab Republic	2. 8.64
Lebanon	22. 5.67	United Kingdom	1. 5.64
Libya	20. 8.69	UK Overseas Territories*	13. 6.67
Luxembourg	21.11.68	Southern Rhodesia	10. 3.65
Mexico	1. 5.64	Zambia	30. 5.71

*Bahamas
Bermuda
British Antarctic Territory
British Honduras
British Protectorate of the Solomon Islands
British Virgin Islands
Cayman Islands
Channel Islands
Falkland Islands
Fiji
Gibraltar
Gilbert and Ellice Islands Colony
Hong Kong
Isle of Man
Mauritius
Montserrat
St. Helena and Ascension
Seychelles
Turks and Caicos Islands
Akrotiri and Dhekelia Areas of the Sovereign Base on the Island of Cyprus

The main purpose of the convention is to remove the doubt whether a carrier on whom the Warsaw Convention imposes certain rules means the person who contracts to carry or the person who actually performs the carriage. It does this by applying the rules of the Warsaw Convention to both the contracting and the actual carrier. The convention is drafted so as to be equally applicable to the unamended Warsaw Convention or to the latter as amended at The Hague in 1955.

Public inquiries into stranding of trawlers

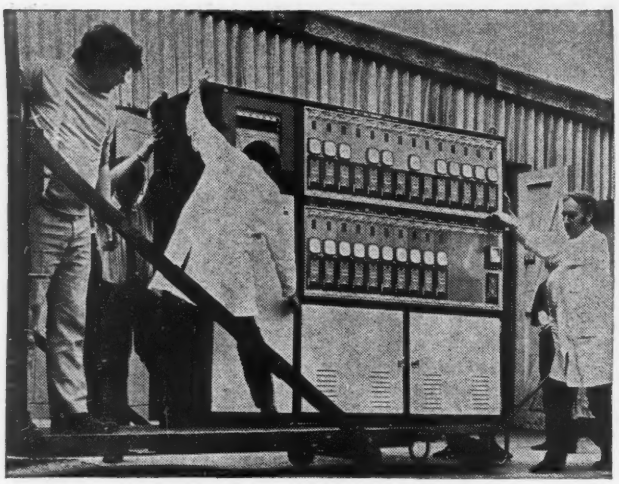
THE public formal inquiry into the stranding of the motor trawler 'Caesar' in north-west Iceland on April 21, 1971, will commence at 10.30 a.m. on October 2, 1972 in the Victoria Galleries, Kingston-upon-Hull.

A public formal investigation under Section 466 of the Merchant Shipping Act 1894, has been ordered into the stranding on October 29, 1971, on Faraid Head, Sutherland of the motor fishing vessel 'Janwood.'

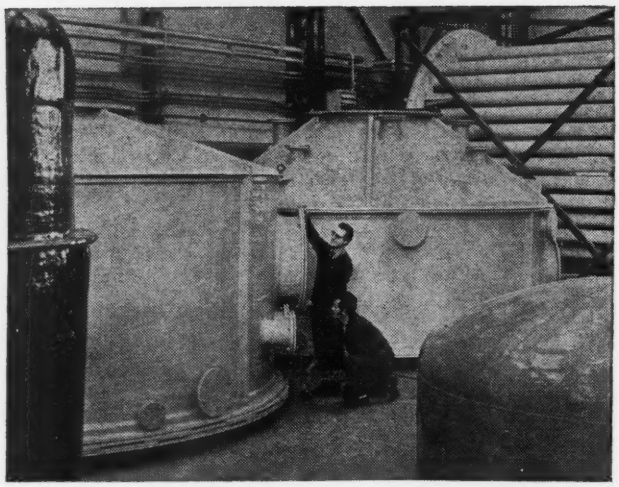
A further announcement concerning the date and place of the inquiry will be made in due course.

The work of BSI

The British Standards Institution is the official standards organisation for this country and is very active in removing technical barriers to trade through international standards organisation such as ISO and IEC. BSI has several other functions. It runs certification and approvals schemes, among them granting licences to manufacturers to use the 'Kitemark' on products conforming to British Standards. It also undertakes testing work for outside bodies and, through the Technical Help to Exporters Scheme, provides information on technical requirements and approvals procedures in overseas markets. BSI, 2 Park Street, London W1A 2BS.



The first of three modular zone control cabinets for Saudi Arabia leaving the Brighton factory of the West Instrument Division of Gulton Europe Ltd. The control cabinets will provide the instrumentation for three extrusion lines at the plant of Saudi Plastic Products Co. Ltd.



A new 20,000 sq. ft. factory at Parr, St. Helens, Lancs., custom-built for Plastics Design & Engineering Ltd., is now fabricating non-metallic PVC/GRP vessels, ducts, chimneys, etc., for use in many industries.

Review of trade-mark law

THE membership of the departmental committee set up to consider British trade mark law and practice was announced by the Minister for Trade, Mr. Michael Noble, on July 24.

Answering a written question, Mr. Noble said: 'As announced on February 29, 1972, Mr. H. R. Mathys has agreed to act as chairman. The other members who have agreed to serve are:

Mr. P. L. Bowtell
Mr. Douglas Falconer
Lady Hamilton
Mr. John Hooper
Brigadier M. S. K. Maunsell
Mr. Douglas Parker.

'The Comptroller-General of the Patent Office will be available to assist the Committee.'

The Committee, which will make the first review of trade mark law and practice since 1934, has been given the following terms of reference:

> To examine British trade-mark law and practice and consider whether any changes are needed in the light of present day trading conditions and international developments.

Since the last review, which resulted in the Trade Marks Act of 1938, there have been many changes in the pattern of trading and marketing techniques in this country, including a wider use of marks for services, which cannot be registered under the Act. International trade has greatly increased and there are plans for a new international convention permitting the central filing of a single application to secure registration in a number of member states under their national law.

The time is therefore ripe for a fundamental review of British law and practice which could well set the pattern until the next century. It is for this reason, and also because trade-marks are a part of daily life which affect everybody, that the Committee hopes to receive evidence from a wide spectrum of interests, from the owners of trade-marks through all users to the general public, who buy trade marked goods. Views are sought on all aspects of trade marks and their use in relation to goods and services in both home and export business, as well as evidence of trade mark law and practice.

The Committee would like to receive memoranda of evidence as early as possible and, they hope, in any case before September 30. It should be sent to the Secretary, Mr. K. R. Haines, Room 509, Chancery House, Chancery Lane, WC2 1QU. The Committee will also take oral evidence from as many as feasible of those who may wish to elaborate on their written submissions.

Still a role for NRDC in developing and exploiting inventions

ASKED for a statement on the Docksey review of the National Research Development Corporation, the Minister for Aerospace, Mr. Michael Heseltine has told Parliament that NRDC will continue to fulfil a role in the development and exploitation of inventions, subject to further consideration, in the light of Mr. Docksey's recommendations, of the scope of its relationship with the various Government Departments and other bodies concerned.

Mr. Heseltine, in a written answer on July 19, went on to say: 'Mr. Docksey was appointed to advise on the exploitation of inventions resulting from public research and on the support by NRDC for the development and exploitation of inventions from other sources. Mr. Docksey submitted his advice by the end of 1971. The views expressed by Mr. Docksey were personal and his report contains information which he received in confidence during the course of his inquiry. It is not, therefore, intended to publish the text of his advice.

'Mr. Docksey's major recommendation was based on the thesis that different types of judgement were required for decision-making on research and decision-making on development. It was important that projects passing from the research stage to the development stage should be subjected to renewed review and decision. He therefore recommended a Development Council, which could be set up around the existing NRDC, to control such decision-making on all projects other than those commissioned by Departments for their own use. He also made a number of recommendations aimed at clarifying the respective roles of Government Departments, their

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Research Establishments and the NRDC, in the development and exploitation of both public and private sector inventions.

'The Government accepts that projects should be subjected to continuous appraisal at all stages and under the machinery for implementing the customer/contractor approach, which has been developed since Mr. Docksey conducted his review, this is being catered for. It is not considered necessary to set up a separate Development Council as recommended.'

Mr. Docksey, formerly general manager of Technological Research & Development with BP Ltd., was appointed by the Secretary of State for Trade and Industry to carry out his review in March 1971.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
June 26, 1972		
887,826	Otto Carl Seldon	Tape punch
920,165	Otto Carl Seldon	Tape winding device
1,126,985	Otto Carl Seldon	A tape winding or unwinding device
1,187,348	Chinoin Gyogyszer-es Vegyeszeti Termekek Gyara R.T.	New amidoximes and process for the preparation thereof
June 28, 1972		
1,054,762	Licentia Patent-Verwalungs G.m.b.H.	An inverter arrangement
1,065,902	International Standard Electric Corporation	Selection systems for circuits or electrical equipment
1,177,872	International Standard Electric Corporation	Connection of subscribers' lines to a crossbar multiselector
1,210,152	International Standard Electric Corporation	Hybrid unit
1,165,860	ITT Industries Inc.	Semiconductor device with a large area pn-junction
1,160,901	Regie Nationale des Usines Renault	Alternate polarity pulse circuits, for example, for the ignition systems of internal combustion engines
1,226,431	Regie Nationale des Usines Renault	Devices for protecting electric motors
1,217,375	Regie Nationale des Usines Renault and Automobiles Peugeot	Windscreen wiper control systems
1,261,913	English Clay Lowering Pochin & Co. Ltd.	Treatment of mineral effluents
June 30, 1972		
1,147,728	Hans Meyer	An instrument for taking internal measurements
1,022,722	Standard Telephones and Cables Ltd.	Semiconductor laser operated coincidence device
1,182,363	Standards Telephones and Cables Ltd.	Subscriber subset for PCM telephone system
1,183,439	Standard Telephones and Cables Ltd.	Subscriber subset for PCM telephone system
1,186,340	Standard Telephones and Cables Ltd.	Manufacture of semiconductor devices
1,191,367	Standard Telephones and Cables Ltd.	Diode matrix
1,206,759	Standard Telephones and Cables Ltd.	Semiconductor devices
1,208,337	Standard Telephones and Cables Ltd.	Method to produce printed circuits
July 4, 1972		
1,182,188	Rubery, Owen & Co.	Selective actuating mechanism
1,233,084	Werkzeugmaschinenfabrik Adolf Waldrich Coburg	A machine tool having a carriage or slide displaceable by a rotatable lead screw engaging a half-nut

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller

Mr. Tom Boardman, Minister for Industry, talks to miners as they wait for the afternoon shift at Hucknall Colliery Nottinghamshire. The Minister saw coal being mined from the rich, fully mechanised Blackshale seam, which is producing over one million tons a year. The colliery, which has been extensively modernised, has been operating for 110 years.

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PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

MONDAY, JULY 17

EEC membership: textile industry

Mr. John Davies, Secretary of State for Trade and Industry, was asked what representations he had recently received from textile interests concerning the European Economic Community negotiations; and what replies he had sent. He replied: 'Recent representations from the textile industry have covered a wide variety of issues, including our negotiations with the European Economic Community. As my right hon. Friend the Minister for Trade told the hon. Member for Heywood and Royton on June 5, my Department will keep the industry and the House informed at appropriate times.'

Canadian paper industry

In reply to a question on representations from the Canadian paper industry with regard to their position after British entry into the European Economic Community, Mr. Michael Noble, Minister for Trade, said that the Canadian Government and paper industry had represented, both to the British Government and to the present members of the EEC, their concern at the prospect of losing their present parity of access with the non-candidate members of EFTA to the UK market in respect of paper products. Preservation of this parity of access would require a derogation from the terms of the Treaty of Accession.

Imports of garments

Asked what was the value of imported woven and knitted outer-garments to Great Britain in the first five months of 1972; and how this figure compared with the first five months of 1971, Mr. Noble said that United Kingdom imports, including crocheted outer garments, in the first five months of 1972 and of 1971 were £55 million cif and £42 million cif respectively.

EEC: consumer protection

Mr. Davies was asked whether he would seek to ensure that the interests of consumers and consumer organisations in the United Kingdom were appropriately represented on the Economic and Social Committee of the European Economic Community. He said: 'I accept that consumers' interests have a good claim to representation. This is being taken into account in the consideration now being given to the task of finding suitable UK members for the Committee.' Mr. Davies also told a Member who asked what progress had been made in discussions with Great Britain's prospective EEC partners on the matter of consumer protection, that there had been discussion with the EEC Commission about draft Regulations and Directives in such fields as food standards, weights and measures and consumer safety. Wider issues of consumer policy had been discussed with our prospective partners within Committees of the Council of Europe and the OECD.

A question was asked on the position regarding the maintenance of company names and trade names and descriptions of goods, articles and services on Great Britain's entry into the EEC and on dispute as to which company was entitled to claim rights to title; and whether such claim would be settled in the British court or the European court if the disputants included firms and countries outside Great Britain contesting with British firms. Mr. Noble answered: 'There are EEC directives relating to trade descriptions which we shall comply with by amending our own law. There is no directive relating to company names or to trade marks. In all these matters disputes will continue to be settled by the competent British authorities.'

EEC: industrial policy

Answering a Member who asked if he would seek to initiate discussions between his department and the EEC Commission regarding proposals for a Community industrial policy aimed at encouraging European-based firms in fields of high technology, Mr. Davies said: 'My officials and I have already had many discussions with the Commission about their proposals in this field, which are still being considered within the Community of Six.'

Export Credits Guarantee Department

Mr. Noble was asked if an office of the Export Credits Guarantee Department would be set up in Bradford. He replied that there was at present an ECGD office in Bradford. It was planned shortly to merge this into a new and larger regional office in Leeds. The new office would offer an improved service to exporters throughout Yorkshire and the North-East, including those in Bradford.

Mr. Noble was also asked what action was proposed to take on the report of Mr. D. G. Scholey on the Export Credits Guarantee Department. He answered: 'As I announced in the House on May 10, the Government have accepted the central recommendation that ECGD should remain a separate executive agency within the Civil Service. The recommended changes in senior management structure have been made. The other recommendations are being studied and decisions will be taken as soon as possible.'

Metrication

Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace, was asked to make statements in adopting metric units of weight and measurement in the consumer construction, oil and petrochemical, and the aircraft industries.

The UK controlled part of the British computer industry, Mr. Onslow said, followed the standards of the European Computer Manufacturers Association, ISO and BSI. However the dominance of the American manufacturers who were not specifically following a policy of metrication was such that in many instances Imperial dimensions had to be retained although as far as possible such measurements were expressed in dual metric/Imperial units.

Referring to the oil industry, Mr. Onslow said that progress so far had been in line with its adopted programme designed to complete most aspects of metrication by the end of 1975 with the exception of the conversion of retail petrol pumps which it now had under review, postponing completion to a date not yet agreed.

Speaking of the aircraft industry, Mr. Onslow said: 'As explained in the White Paper on Metrication (Cmnd 4880) new designs for military aircraft are now expressed in metric terms, and aero engine design is substantially metricated. For reasons connected with the present United States operational requirements civil airframes are still designed substantially in imperial: this will change as soon as it becomes commercially advantageous to do so.'

Computer industry

Mr. Christopher Chataway, Minister for Industrial Development, was asked if he was now in a position to make a statement on the Government's policy towards the British computer industry. He replied: 'The Government will be replying soon to those recommendations of the Select Committee on Science and Technology to which there has as yet been no response.'

Replying to a question on the total amount of aid from public funds now available to the British computer industry, Mr. Chataway said: 'As I announced to the House on July 3, £14.2 million will be provided to ICL for R and D support up to September 1973. Additionally £3.15 million will be paid to ICL in September 1972. This is the outstanding balance due to be paid by the Government for its shareholding in ICL, as provided for in the 1968 Merger Agreement. Also the continuation of the Advanced Computer Technology Project and the placing of development contracts for work in various areas will involve Government expenditure of approximately £2 million in the current year.' Asked if the Government would increase its shareholding in International Computers Ltd., Mr. Chataway said: 'The support for ICL which I announced on July 3 does not involve any increase in the Government's shareholding. As to ICL's longer-term needs, on which I am in touch with the company, I cannot anticipate what form any support might take.'

Car safety standards abroad

Mr. Chataway was asked what studies his department had made of car exhaust emission and safety standards legislation of foreign countries, in view of their restrictive effects on British car exports. 'My Department keeps in touch with developments overseas, and co-operates closely with the Department of the Environment in encouraging the adoption of common standards in Europe and elsewhere,' he replied.

Motor vehicle sales

A Member asked Mr. Chataway to give the value of new motor vehicles sold in April 1972 as compared with April 1971. 'The information is given in *Trade and Industry* for June 15,' he replied. 'This shows that the value of new motor vehicles sold by the motor distribution and garage trades increased by 32 per cent.'

Civil Aviation Authority

A Member asked if the Secretary of State would give a general direction to the Civil Aviation Authority to locate as many of their staff as possible in the development areas. 'The location of staff is a matter for the CAA,' replied Mr. Michael Heseltine, Minister of Aerospace, 'but I understand that some 2,000 of the CAA's staff of 8,000 are located in special development, development or intermediate areas.'

Security at airports

Mr. Heseltine was asked what further steps were proposed to improve security arrangements at airports and in the air. He answered: 'The development, implementation and checking of security measures is a continuing process and I

have stressed to Airport authorities and Airlines that there must be no relaxation in the pressure that recent incidents have created. A Bill to provide powers to ratify the Montreal Convention will be introduced as soon as possible.'

'I have requested that a number of additional precautions be introduced at airports throughout the country. Airlines and airport authorities, who bear prime responsibility for security, are continually reviewing their procedures.'

Concorde

A Member asked how many complaints were received by the DTI about the noise made by Concorde 002 when it landed at London Airport on Saturday July 1. Mr. Heseltine said: 'Up to Friday July 7, twenty-five complaints were received in the Department. I understand that 522 complaints were received in the Southern Divisional Office of the Civil Aviation Authority and 114 by the British Airports Authority. Over 70 per cent of those were on cards distributed before the aircraft returned to this country on July 1 by the Anti-Concorde Project. Thirty-two messages of congratulation were received and I believe that nearly all the several thousand visitors to Heathrow did so out of pride in the aircraft.'

Rolls-Royce RB211

An estimate was requested of export earnings arising from sales by Rolls-Royce (1971) Limited of RB211 engines, spares and services during each of the years from 1972 to 1976. Mr. Heseltine said: 'I understand that Rolls-Royce (1971) Ltd. expect these to amount to about £65 million this year, about £80 million next year and about £100 million in each of the following three years.'

Questions were also asked about proposals to produce a stretched version of the RB211 engine to give more than 42,000 lbs. of thrust. Mr. Heseltine said: 'Rolls-Royce's proposals for a stretched version of the RB211 engine are under evaluation. I expect to be able to announce a decision in time for Lockheed to take their own decision on launching an extended range version of the TriStar aircraft.'

Retail sales

A question was asked on the volume of retail sales seasonally adjusted in the first quarter of 1972 compared with the same period of 1971. Mr. Davies said that there was an increase of over 3 per cent after allowing for the reduced level of mail order business in the first quarter of 1971 due to the postal strike. The figures for April and May show a further growth in the volume of sales.

Sale of Goods Act

'A Bill to amend the Sale of Goods Act is in preparation and will be introduced as soon as possible,' said Mr. Davies in answer to a question.

Scottish steel industry

Asked what representations he had received from the Garnock Valley (Action for Industry Committee) on the future of the Scottish steel industry, and what reply he had sent, Mr. Tom Boardman, Minister for Industry, said the Committee had written last February. The reply said that the British Steel Corporation was studying the future pattern of Scottish steelmaking, that major investment decisions would follow the report of the Joint Steering Group, and that the Government would take account of employment implications in considering the BSC's proposals.

BSC products

A Member asked Mr. Boardman what proposals he had, in view of the present threat of redundancies in the industry, to increase the number of Government contracts using the products of the British Steel Corporation. He replied: 'None, Sir, but the measures we have already taken to promote a faster rate of economic growth, including increased public purchasing, will stimulate the demand for steel.'

What assistance had his Department provided to the British Steel Corporation for the purpose of expanding its export potential? asked a Member. Mr. Boardman said the export services of the Department were available to BSC, who subscribed to the Export Intelligence Service. There was close contact between the Department and the central organisation of BSC.

Coal Board offices

Mr. Boardman, asked what reply he had received from the chairman of the National Coal Board to his letter about dispersal of offices, said the chairman had said that since 1966 there had been a substantial reduction in the number of staff located in the London area, and parts of the HQ organisation had been moved to Doncaster, Burton-on-Trent and Cannock. The Board had no plans at present for further substantial movements of staff out of London.

Opencast mining

In answer to a query, Mr. Boardman stated that 5.1 million tons of opencast coal was produced in the first half of 1972. Proceeds and costs were published, on an annual basis only, in the Reports and Accounts of the National Coal Board.

Celtic Sea exploration

Replying to a question asking the price paid for each exploration licence granted so far in the so-called Celtic Sea, Mr. Boardman said that for each licence awarded recently to explore for and win oil or gas in the UK waters of the Continental Shelf there was an initial payment of £45/km²; 17 licences had been granted for areas in the Celtic Sea involving initial payments totalling £456,840. Annual rents rising from £50/km² are payable from the seventh year. The details for each licence are:

P.144	£11,731.50	P.145	£11,650.50
P.146	£23,383.00	P.147	£11,610.00
P.149	£11,610.00	P.150	£23,341.50
P.151	£35,113.50	P.152	£11,650.50
P.154	£11,610.00	P.155	£11,650.50
P.156	£93,811.50	P.157	£23,463.00
P.158	£59,791.50	P.159	£81,594.00
P.160	£11,529.00	P.161	£11,610.00
P.162	£11,691.00		

The allocation of blocks in the Celtic Sea was announced on March 15. The names of licence holders were to be published shortly in the Official Gazettes.

Hilsea Gasworks

A Member asked whether, in the context of Her Majesty's Government's fuel policy, the Secretary of State would make a statement on the significance of the manufacture of substitute natural gas at Hilsea Gasworks in Portsmouth. Mr. Boardman said: 'This is an experimental conversion of part of the existing plant to provide commercial experience of research already carried out by the Gas Council into the manufacture of substitute natural gas and to help exploit British gas production technology in overseas markets.'

European Investment Bank

Asked for a statement on the degree of assistance which would be available from the European Investment Bank to the United Kingdom regional development programme, Mr. Chataway said: 'I hope that industry will take full advantage after our entry of the European Investment Bank's loan facilities. I shall be considering how these can be linked with our proposed new regional measures. It is, however, too early to forecast the scale of the Bank's operations in this country.'

Incidence of lung disease

Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry, was asked if he would hold consultations with the Secretary of State for Social Services with a view to reducing the incidence of lung disease by making it possible for miners to be issued with personal dust-sampling instruments. He said he was working to put proposals for increased dust-sampling to the National Joint Pneumoconiosis Committee at the end of the summer and to talk with the NCB and the unions before then. 'My officials are in touch with the Department of Health and Social Security on the best means of protecting miners from the dust hazard. This old problem has many complications, but I wish to ensure that every reasonable modern technique is used to safeguard the health of miners,' he said.

Power-station collaboration

Mr. Boardman, asked what official discussions his department had now had with Mr. J. Lorne Gray, President of Atomic Energy of Canada, about proposals for Anglo-Canadian collaboration on a new generation of nuclear power-stations, said Mr. Lorne Gray had had discussions with him on June 22 about collaboration on heavy-water reactor technology. 'The scope for this depends on the outcome of the current review of UK thermal reactor policy,' he said.

Trade with Japan

A statement was requested on the outcome of the Secretary of State's further representations to the Japanese Government on the implementation of their proposed seven-point programme. Mr. Davies said: 'Japanese Ministers are aware that although I welcome their seven-point programme, for which they still have to secure legislative backing, its impact in my view can only be felt in the medium term. I hope that the new government under Mr. Tanaka will be able to make an early response to my requests for more immediate, measures to help our manufacturers and exporters.'

Registration and classification of hotels

Mr. Chataway said, in reply to a question, that the English Tourist Board's proposals for registration and classification of hotels were being considered urgently and a statement would be made as soon as possible.

Trading in stocks and shares

Mr. Davies was asked to extend his powers to regulate the trading in stocks and shares by persons possessing inside information. 'The question of transactions in securities by persons with inside information is being studied in our review of company law,' he replied.

Foreign-based companies

A Member asked if legislation would be introduced to require foreign-based companies, firms or other organisations to notify the Department of Trade and Industry of their intention to establish offices in this country, whether or not the office was administered by a British subject. Mr. Noble answered that under Part 10 of the Companies Act 1948, a company incorporated outside Great Britain must file particulars with the Registrar of Companies within one month of establishing a place of business in this country.

Mr. Noble continued: 'Unincorporated assoc-

(*continued on next page*)

iations formed outside the United Kingdom with a view to profit and having a place of business here must register a business name under the Registration of Business Names Act 1916. I see no need for these provisions to be expanded.'

Financial advertisements

Mr. Noble, asked if he was satisfied with the control of financial advertisements; said that the Trade Descriptions Act, 1968, made it an offence for any person in the course of business to make knowingly or recklessly in any advertisement of services, which included financial services, a statement which was false to a material degree. Other statutes imposed further regulation on particular types of financial advertising and he was considering the proposals of the Crowther Committee on Consumer Credit for regulation of advertisements of consumer credit.

Space programme

Several questions were asked about United Kingdom participation in the American post-Apollo programme: Mr. Heseltine answered: 'Member countries of the European Space Conference decided on July 6 that the implications of the revised offer by the United States of participation in the post-Apollo programme required further detailed study. The proposed meeting on 11/12 July was therefore postponed until September. Discussions with our European partners are currently taking place.'

Mr. Heseltine was also asked to give an estimate of expenditure from British public funds on the European Space Conference and answered: '£230,000 in the current financial year.'

Asked about discussions he is having with the United States Government on the post-Apollo programme, following the postponement of the European Space Conference, Mr. Heseltine said that the United States had expressed a preference for a collective European response to their offer of participation and the UK had respected this preference. No formal discussions with the US Government were therefore appropriate.

A Member then asked what discussions specifying the meetings between Government and industry had taken place between UK aerospace interests and the US on the post-Apollo space programme since it was first proposed in September 1969; and which UK companies have been involved. Mr. Heseltine said: 'Following the visit to Europe in 1969 by US officials the United Kingdom has participated in the missions of the European Space Conference Delegations to the United States in September 1970, February 1971 and June 1972. There has also been a series of discussions betweeen technical experts.

'Hawker Siddeley Aviation and the British Aircraft Corporation have participated in the Phase B studies of the shuttle programme in collaboration with US contractors.'

A Member who asked how much of the £2 million spent on studying the US post-Apollo programme by the European Space Conference countries had been spent by the UK alone, was told that the United Kingdom share was £473,000 but following the recent changes in the nature of the participation in the post-Apollo programme open to Europe, some of this money might not be spent.

'Development of a research application module in Europe is still open and under consideration with our partners in the European Space Conference,' said Mr. Heseltine in answer to further questions.

Mr. Heseltine was asked to estimate the effect on the British Aircraft Corporation and Hawker-Siddeley of being denied any involvement in the post-Apollo programme. He said: 'The two firms have collaborated, with Government support, in studies with American firms for the development programme. Direct subcontracts might be obtained from the main American contractors but the cost of further Government support has to be weighed against the work and management experience industry would derive from participation in a programme which is now less interesting technically than when first proposed.'

Monopolies and mergers

Mr. Davies was asked how many mergers and take-overs had been screened by the Department of Trade and Industry since the Monopolies and Mergers Act 1965 came into force; what proportion of these was refused; and how many more mergers were known to the department but not screened. He replied that since 1965 the Department had examined all the 675 merger proposals which appeared to satisfy the criteria of Section 6 of the Monopolies and Mergers Act 1965. Of these, 15, or just over 2 per cent were referred to the Monopolies Commission.

The following information was given by Mr. Davies in answer to a question on the number of mergers and takeovers in each year since the Monopolies and Mergers Act 1965 came into force; and the capital value involved in each.

EXPENDITURE ON ACQUISITIONS AND MERGERS OF INDUSTRIAL AND COMMERCIAL COMPANIES SINCE 1965

	Total		Acquisitions		Mergers (a)	
	No.	£m.	No.	£m.	No.	£m.
Quoted companies (b) (company accounts)						
1964	940	505	939	502	1	3
1965	1,000	517	995	507	5	10
1966	808	502	805	447	3	55
1967	763	822	763	822	–	—
1968	946	1,946	942	1,774	4	172
1969	906	935	904	927	2	8
All industrial and commercial companies (press reports)						
1969	846	1,069	844	1,061	2	8
1970	793	1,122	787	1 080	6	42
1971	884	911	884	911	–	—

(a) A merger is valued at the market value of the smaller company's share of the newly formed company (ie it is reckoned as the acquisition of the smaller company by the larger company involved in the transaction).
(b) Excluding companies mainly operating abroad and agricultural, shipping and property companies.

Shipbuilding industry

Mr. Davies was asked what discussions he had had with British shipbuilders about the possible effect upon our trade of the cartel-type arrangement recently negotiated between Japanese and European shipbuilders; He replied: 'I understand that a number of British shipbuilders are having discussions with their European counterparts about a proposed agreement between certain Japanese and EEC shipbuilding firms. I am not aware that any agreement has been concluded.'

Mr. Chataway was asked to make a statement on the latest position regarding discussion with the Organisation for Economic Co-operation and Development nations on shipbuilding subsidies. He said: 'Discussions are continuing on this problem in the OECD and a report is expected to be submitted to the OECD Council in the near future recommending the adoption of an arrangement for the general reduction of aids to shipbuilding.'

Mr. Chataway was asked whether the study commissioned by his department into the shipbuilding industry would take account of its investment needs, and developments within the European Community. 'The appraisal of the long-term prospects of the shipbuilding industry will consider all relevant factors including the industry's investment needs,' he replied.

Govan Shipbuilders Ltd.

'I am glad to confirm that Govan Shipbuilders Ltd. have secured their first order which is for four ships from the Kuwait Shipping Company,' said Mr. Chataway in answer to a question on recent developments in the shipyards of Upper Clydeside.

Exports of fluorspar

Mr. Chataway was asked what was the total of fluorspar of all grades exported, and to which countries it was exported, in the first six months of 1972. He answered that fluorspar was not separately recorded in the trade statistics but exports could be closely estimated. Figures for June were not yet available but exports for January-May were estimated at 33,610 metric tonnes. Individual country estimates were as follows:

EXPORTS OF FLUORSPAR*—January-May 1972

	metric tonnes
Total	33,610
of which:	
Canada	9,904
Italy	8,669
Norway	5,943
West Germany	3,647
Japan	1,953
Australia	1,162
Portugal	727
Other countries	1,605

* The figures are those for the trade heading 'Leucite, nepheline, nepheline syenite and fluorspar', which are estimated to be wholly or largely exports of fluorspar.

Development-area incentives

In response to a question asking for a list of the financial incentives currently available to existing industrialists to help expansion and thereby create more jobs in a development area such as Scotland, Mr. Grant gave the following information:

Financial Incentives available to existing industry in Scotland

i—Subject to the passing of the Industry Bill now before Parliament:

(*a*) Regional Development Grants for capital expenditure on providing new buildings and works, adapting existing buildings and providing new plant and machinery for premises used wholly or mainly for qualifying activities (principally manufacturing, construction and mining) and also on providing mining works or new plant and machinery for use in the construction industry. The rates of grant will be 22 per cent in the special development areas (except for construction industry plant used outside qualifying premises) and 20 per cent in the rest of the development area. In the intermediate areas of Edinburgh, Leith and Portobello the grant at 20 per cent will be available only for expenditure on buildings and works other than mining works. The grants will be made in respect of expenditure defrayed on or after March 22, 1972 provided that, in the case of plant, machinery and mining works, the asset was not provided before that date or, in the case of buildings and other works, construction was not begun before that date.

(*b*) Selective financial assistance in the forms specified in the Bill for projects which are

likely to provide, maintain or safeguard employment in the assisted areas.

The Bill includes transitional provisions for building grants under Section 3 of the Local Employment Act 1972 and loans and grants under Section 4, which will be superseded by the above arrangements.

ii—Regional Employment Premium—£1.50 a week in respect of each man employed in a manufacturing establishment in the development area with lower rates for women, boys and girls.
iii—Training Assistance—Grants for training workers for additional jobs (£15 per week in respect of each man with lower rates for women and young persons).
iv—In the counties of Argyll, Caithness, Sutherland, Inverness, Ross and Cromarty, Orkney and Shetland additional incentives are available over a wide range through the Highlands and Islands Development Board which can offer a special grant and take equity in appropriate cases.
v—Over and above the preferential incentives, firms in Scotland can benefit from countrywide taxation allowances on capital expenditure:

(*a*) a first year allowance of 100 per cent on all new and secondhand plant and machinery (other than passenger cars).
(*b*) an initial allowance of 40 per cent and a 4 per cent per annum writing down allowance on new industrial buildings and structure.

Industrial development

Questions were answered on industrial development in Wales, Yorkshire and Humberside, the Bridgend Industrial Estate, Kingston-upon-Hull, and Manchester.

TUESDAY, JULY 18

Metrication in the aircraft industry

A Member asked what benefits would accrue to the aircraft industry in Great Britain if it adopted the metric system of measurement for all its design and production work; and what estimate had been made of the cost to the industry of such a change in practice. Mr. Onslow answered that in the aircraft industry as elsewhere dual working in imperial and metric entailed substantial extra costs and it was therefore to be hoped that the progress of metrication in the United States would enable the changeover to metric to be completed.

For the reasons set out in the White Paper (Cmnd 4880) it was not practicable to assess in monetary terms either the costs or the benefits of metrication, but it was evident that valuable economies would be achieved throughout manufacturing industry.

Pit gas detectors

A suggestion was made that a general direction should be given to the National Coal Board on the use of better pit gas detectors now being manufactured commercially and mentioned in The Safety in Mines Research Establishment Report. Mr. Emery answered that large numbers of instruments for the detection and estimation of gas were already in use in the Board's mines. New instruments were evaluated for use in the mines as they became available. There was no reason to think that a general direction was necessary to secure the introduction of improved gas detectors once their value had been established, but he would have no hesitation in taking any initiative if he believed, by so doing, he could further protect the health of miners.

Nationalised industries

The following information was provided by Mr. Emery answering a question on the annual percentage economic growth of nationalised industries under the responsibility of the Department in the years from 1966 to the nearest available date;

		Annual percentage change in output over the previous year				
		1967	1968	1969	1970	1971
Coal (index of production)	UK	−2.2	− 7.5	−8.1	− 7.2	− 1.7
	Scotland	−3.4	−12.5	−9.2	− 7.7	− 9.7
Gas (index of production)	UK	+4.7	+ 7.7	+8.2	+12.8	+23.7
	Scotland	+3.5	+ 4.4	+3.6	+ 3.2	+ 6.7
Electricity (index of production)	UK	+3.5	+ 6.2	+6.6	+ 4.0	+ 2.6
	Scotland*	+7.1	+ 5.7	+7.2	+ 0.4	+ 2.3
Steel (British Steel Corporation crude steel output)	UK	NA**	+ 8.2	+1.7	+ 3.3	−13.3
	Scotland	NA	+18.9	+7.3	− 0.9	− 9.3
		1967/68	1968/69	1969/70	1970/71	
Civil Aviation (Air Corporations and British Airports Authority net output (at constant prices))	UK***	+2.8	+12.9	+19.5	−10.4	

*Responsibility for Scottisn electricity lies with the Secretary of State for Scotland.
** The Corporation was established in mid 1967. The 1968 figure is compared with 1967 production figures for the vesting companies up to nationalisation and the Corporation thereafter.
*** Figures for Scotland are not readily available.

Post-Apollo space programme

Mr. Heseltine was asked what communications he had now received from the United States Government and the National Aeronautics and Space Administration regarding the limitations being imposed on European and United Kingdom participation in the post-Apollo programme; to what extent the United States Government had stated that the strategic military value of this programme ruled out outside contracting; and to what extent unemployment problems in the United States aerospace industries was the prohibiting factor regarding European and United Kingdom participation. He answered: 'None Sir. An European Space Conference mission to Washington was told on June 14 that European participation in the programme was still desired by the United States but changes in the concept of the programme and uncertainty about the requirement for a space tug limited the possible arrangements.'

Hotel construction

Stating that building employees on large hotel construction sites were presently withholding their labour in order to delay the completion date of the hotels beyond the date for qualification for Tourist Board grants under the Development of Tourism Act 1969; a Member asked if steps would be taken to ensure that this action was forestalled by allowing the respective Tourist Boards to extend their qualifying completion date beyond March 31, 1973 in these circumstances. Mr. Grant said: 'Section 15(2) of the Act will enable the Tourist Boards to give assistance to hotel developments completed after March 31, 1973, if the Boards are satisfied at the time that all the relevant work would have been completed by that date but for circumstances outside the applicant's control and that it had been completed with reasonable despatch thereafter. It would be for the appropriate Tourist Board to decide whether the withholding of labour to delay the completion of an hotel ought to be taken into account in exercising their discretion under this subsection.'

'Miranda'

Mr. Noble was asked what was to be the future use of the mother ship *Miranda*; and whether the Secretary of State would order a new purpose built vessel for the British deep sea fishing fleet in the North-East Atlantic on the lines of the West German vessel *Fridthof*. Mr. Noble said: 'Its primary use is expected to continue to be the provision of support services for British fishing trawlers. As *Miranda* still has an expected serviceable life of several years, no decision has yet been taken on its replacement.'

Industrial development

Mr. Grant answered questions on industrial development in Wales.

WEDNESDAY, JULY 19

Manufactures from plastic waste

An inquiry was made about Government plans to promote the building of plant to convert polyester fibres and film to moulding compounds, the end product of which could be sold as pellets to plastic fabricators. Mr. Grant replied that the National Research Development Corporation was supporting the development of a process for the fabrication of products from plastics waste; under the Industry Bill Government assistance would be available towards the capital cost of new plants, especially in the Assisted Areas. However, the physical characteristics of polyester rendered it generally less suitable than other materials, eg polyolefins, for use in plastics moulding and thus for recycling.

Japanese ball-bearings

Mr. Davies told a Member who asked how soon he expected to receive replies to his representations to the Japanese ball-bearing exporters; and how soon he expected to be able to announce his conclusions, that discussions were currently taking place between the British and Japanese ball and roller bearing industries. Progress made in these discussions would be taken into account in the review which British and Japanese officials were to undertake in September.

DTI staff

A Member asked why there was to be an increase in the number of staff at the Department of Trade and Industry from 5,218 in 1971-72 to 6,725 in 1972-73 as shown in the Revised Estimates, Command Paper No. 313. 'The staff referred to are those seconded to the Civil Aviation Authority,' Mr. Davies replied. 'The

(*continued on next page*)

PARLIAMENT
continued

1972-73 figures over-state the increase because they include staff who appeared elsewhere in the 1971-72 Estimates. The actual increase is 243.

Mr. Davies was also asked how many persons were employed in the Office of the Government Chemist on June 18, 1970; and how many were so employed on June 18, 1972. He said: 'The numbers of non-industrial staff employed at the Laboratory of Government Chemist on July 1, 1970 and April 1, 1972, the nearest convenient dates to those requested, were 383 and 386 respectively.'

In answer to a further question: 'What was the number of non-industrial civil servants employed in those departments that now comprise the Department of Trade and Industry in the Research Establishments of the Ministry of Technology, the Civil Aviation Divisions of the Board of Trade, the Ministry of Technology in total and the Board of Trade in total, respectively, on June 18, 1970; and how many were so employed in his department on June 18, 1972? Mr. Davies said that the nearest convenient dates for which the information was available are July 1, 1970 and April 1, 1972, when the position was: Non-industrial staff in post on July 1, 1970 in departments now part of the Department of Trade and Industry

Total Ministry of Technology	8,493
of which Industrial Research Establishments comprised	3,675
Total Board of Trade	16,547
of which Civil Aviation Divisions comprised	6,431
Total Department of Employment and Productivity.	67

Non-industrial staff in post on April 1, 1972

Total Department of Trade and Industry	17,758
of which Industrial Research Establishments comprised	2,775
and Civil Aviation Divisions comprised	173

The figures for April 1, 1972 exclude 718 non-industrial staff in Research Establishments which have been transferred away from the Department of Trade and Industry, 6,780 staff who were seconded to the Civil Aviation Authority on April 1, 1972, and a net reduction of 10 other staff as a result of transfers to and from other Government Departments.

THURSDAY, JULY 20

Icelandic fishing limits

Mr. Noble was asked what additional support at sea was planned for the deep-water fishing fleet off Iceland in the coming winter following the decision of the Icelandic Government to extend its fishing limits by 50 miles after September 1; and, in particular, what further facilities were planned for medical assistance, facilities for repair of vessels at sea and additional meteorological advice. He was also asked if the *Miranda* would be sent to Icelandic fishing waters after September 1 for the purpose of providing support services for British fishing trawlers, in particular to give the catching fleet help with medical facilities and meteorological information. Mr. Noble replied that the trawler support ship *Miranda* would be on station in Icelandic waters in the coming winter with the same facilities as last season. Other possible measures arising out of the Icelandic fishing limits extension were under consideration.

A question was also asked about employment levels in fishing ports affected by the Icelandic Government decision to extend her fishing limits. Mr. Grant replied: 'The ports which might be directly affected are all within assisted areas. If the hon. Member's apprehensions were to prove correct, firms would be able to apply for the assistance proposed in the Industry Bill to provide alternative employment.'

Committee on Consumer Credit

Mr. Onslow was asked if the Secretary of State intended to implement, in his comprehensive legislation on consumer credit, the recommendation of the Committee on Consumer Credit that all consumer credit agreements should by law contain provisions for a rebate for early settlement, calculated according to a statutory formula. Mr. Onslow replied: 'We are sympathetic to this proposal and a detailed scheme for giving practical effect to the Crowther Committee's recommendation has been put to interested parties for their views before the Government takes a final decision.'

FRIDAY, JULY 21

Scottish airways

Mr. Heseltine was asked what consideration had been given to Scottish Airways in the proposed merger of British European Airways and the British Overseas Airways Corporation. Mr. Heseltine said: 'On July 17 I informed the House that I had given my consent to the organisational proposals set out in the British Airways Board's First Report on Organisation (Government Paper 386). Under the British Airways Board's proposals the Scottish Airways Division of BEA, along with the Channel Islands Airways Division, will henceforth come within the ambit of British Air Services Limited, itself a subsidiary of the British Airways Board.'

Monopolies Commission

Mr. Noble was asked how many members of the Monopolies Commission had a degree in science or engineering, and had experience in administering research and development funds or managing a research project. 'Four members have degrees in science or engineering and four have experience of senior management in science-based industries', he replied.

Export Publicity for Industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TB (Tel: 27575—Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (Tel: 38232—Telex EconPlan 55472—message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (Tel: 46121—Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge, CB2 2DF (Tel: 58911—Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt St., Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371—Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (Tel: 581261—Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (Tel: 21071—Telex 44203).

MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham 15 (021-643 8191—Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Buildings, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111—Telex 667830).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670—Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (Tel: 63011).

WELSH OFFICE: Mr. Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (Tel: 28066—Telex 49327).

Coal imports

In answer to an inquiry into the amount of coking coal in tons imported into South Wales from Poland, the United States and other countries, respectively, in each of the last three years, Mr. Emery said that United Kingdom imports of coking coal through South Wales ports were 4,488 tons in 1970 and 299,625 tons in 1971. Details of these figures by country were not readily available. There was a general ban on coal imports in 1969.

Selective grants for private industry

Mr. Chataway was asked what offer of assistance he had received from the Trades Union Congress in the operation of the scheme of selective grants for private industry. He said: 'The General Secretary has expressed the TUC's interest in the appointment of trade unionists to the Regional Industrial Development Boards and has offered his assistance in the submission of the names of those who might be invited to serve. Asked how many local firms in Scotland are likely to benefit from the scheme of selected grants for private industry; and how many had applied, Mr. Chataway said 'How far local firms in Scotland will benefit from the selective assistance in the Industry Bill will depend on the number of suitable projects coming forward. No formal applications for selective assistance can be accepted until the Industry Bill becomes law.'

GOVERNMENT SALES

August 9/10, 1972 Miscellaneous Stores

Location: The Lido Hall, Worthy Land, Winchester, Hants

Auctioneers: Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants (Tel. 03292 4211)

Barford dumpers; agricultural tractors; concrete mixers; stacker trucks; surplus medical equipment; tyres and inner tubes; flexible metallic tubing; 25,000 gall. sectional water tank; air compressors; wooden and metal boxes; machine tools including milling and grinding machines; lathes; hand operated bending and forming machines; guillotines; drilling, buffing, shaping machine, etc; miscellaneous furniture; clothing; scrap rags and canvas; and many other items of general surplus stores.

August 16, 1972 Miscellaneous Stores

Location: The Leeds Playhouse, Calverley Street, Leeds, Yorks.

Auctioneers: Bartle & Son (Dept. L), 52 Merrion Street, Leeds LS3 8JH. (Tel. 0532 20898)

Fork lift trucks; lathes; planing, milling and grinding machines; presses; electric hoist; gravity roller conveyor; pallet transporter; degreasing; plants; saws; portable crane; fire fighting equipment; cable; tyres; electrical and wireless equipment; vehicle spares; tool kits and hand tools; household and kitchen equipment; ironmongery; electric fires; lead acid batteries; tape recorders; 16mm sound projectors; trolley jacks; charging sets; pneumatic equipment; binoculars etc; and a large assortment of surplus miscellaneous stores including, carpets; rugs; blankets; sheets; haversacks; greatcoats; battledress; denims; raincoats; boots; shoes; chairs; tables; wardrobes; chests of drawers; desks; beds; three piece suites, etc.

August 24, 1972 Miscellaneous Stores

Location: TA / VR Centre, Meadowforth Road, Stirling

Auctioneers: Dixon & Wallace Ltd. (Dept, L), Bank Buildings Graham Square, Glasgow G31 1AW. (Tel. 041-554 2447).

500 gall. trailer pumps; induction motors (3 phase); transformers; control panels; DC motors; alternators; rotary converters; portable welding set; portable air compressors; MT spares; 7Kw 200 amp welding generators; fork lift trucks; metal and wooden containers; entrenching tools; wooden pallets; electric hoist (1 ton); 900 gall. power washing machine; blacksmiths hearth; surplus clothing; textiles; kitchenware; household furniture, etc.

August 30, 1972 Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon

Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon OX6 7AL (Tel. 08692 2073)

Miscellaneous surplus stores including, 10 ton trailers; electric cable; 25 tons house coal; 48 tons coke; wooden packing cases; hand tools; work benches (wooden frames and metal tops); fuel pumps; tyres; photographic equipment; shackles and wire rope slings; fuel pumps; large assortment of surplus service clothing; furniture; kitchen equipment; textiles; mixed rags, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

Sale by Tender: Machine Tools

Herbert No. 3 programautos; autos; pedestal and bench drills; surface, universal and crankshaft grinders; capstan and centre lathes; universal millers; press brake and hydraulic presses; friction welder; shapers; sheetmetal and woodworking machines. Located at Hereford: St. Athans, and Aston Down. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Sales Supply 6aiv, First Avenue House, High Holborn, London WC1V 6HE. Tenders must be returned by 10 a.m, 15 August, 1972.

DEPARTMENT OF THE ENVIRONMENT

August 1, 1972

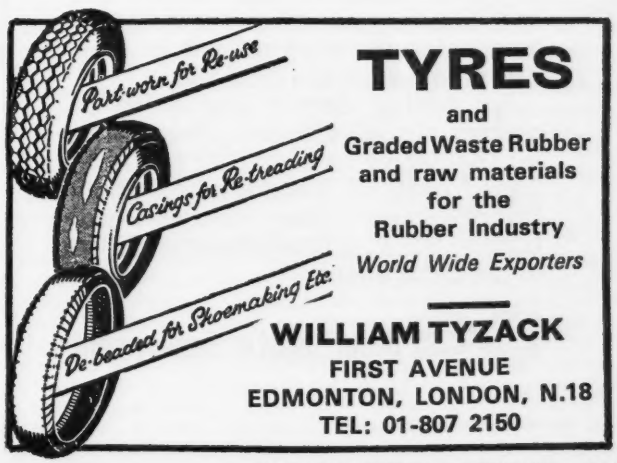
Location: Department of the Environment Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex. (Tel. 01-902 4482)

Auctioneers: Messrs. Fuller Horsey, Sons and Cassell, 52 Bow Lane, London, EC4M 9ET (Tel. 01-248 7954).

Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.
Catalogues: price 5p direct from auctioneer.
View days: day preceding and morning of sale.

Information on 'T & I' material

Readers seeking detailed information on material published in *Trade and Industry*—such as the date on which a particular article was published—should contact the DTI Library at 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877 ext 3038). The library compiles the quarterly index to *Trade and Industry*.



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The course covers the procedure, documentation and particular problems associated with exporting—such as containerisation and their shipping forms.

The course also explains the basic principles of passing on information, thus helping those taking the course to implement export procedures within their own organisation.

All applicants should be experienced in clerical work.

Each course lasts five days, and the fee is £28 per place.

Courses are held regularly in England, Scotland and Wales and special arrangements can be made for companies or organizations in their own premises or at a local venue.

For further details and a list of courses already planned, please write to: The Senior Training Officer, (TE4), Department of Employment, Ebury Bridge House, Ebury Bridge Road, London, S.E.1., or to any Regional Office of the Department.

DE Department of Employment

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TI 7/72

NEW PUBLICATIONS

Harmonised Nomenclature for the Foreign Trade Statistics of the EEC Countries (NIMEXE). English edition. Statistical Office of the European Communities. (599 pages, loose-leaf. Available from HMSO. £6.56½, by post £6.81. SBN 11 932456 3.) NIMEXE is a common list of descriptions of goods to which the foreign trade nomenclatures of the EEC member countries have been aligned. It has been used since 1966 in the statistical series *Foreign Trade—Analytical Tables* published by the Statistical Office of the European Communities (each issue in 12 parts; quarterly cumulating to annual 1966 to 1969, annual issue only commencing 1970). That series now provides comparable data for all EEC member countries in respect of about 5,800 commodities instead of about 1,300 during the years before 1966 when the *Classification Statistique et Tarifaire pour le Commerce International* (CST) was used. Until now NIMEXE has only been available in the official languages of the European Communities. This volume contains a provisional English version of the second edition of NIMEXE, originally published in 1969, updated to January 1, 1971. It is arranged in order of the NIMEXE classification numbers, which are six digit codes having the same first four digits as the Common Customs Tariff (CCT) of the European Communities and the Brussels Tariff Nomenclature (BTN) of the Customs Co-operation Council. It is the extension of this code by the addition of two more digits that permits the subdivision of the tariff headings to specify commodities in greater detail. References are also provided to the CST, thus making it possible to regroup data according to that classification and to the United Nations Standard International Trade Classification, Revised (SITC, Revised) which the CST closely resembles. A correlation table makes it possible to convert CST class numbers to NIMEXE. There is no alphabetical index of commodities. It is intended to issue explanatory notes to provide interpretations of the NIMEXE subdivisions, which will complement the *Notes Explicatives du Tarif Douanier des Communautés Européennes* (The Commission of the European Communities. Loose-leaf, 1969- In French, German, Italian and Dutch), interpreting the CCT headings, which in turn amplifies the *Explanatory Notes to the Brussels Nomenclature*, published by the Customs Co-operation Council. (CCT itself is available at present in English only in the translation published by the International Customs Tariffs Bureau, Brussels as *International Customs Journal*, No. 14 (1st edition), July 1, 1968, and supplemented to date by 12 issues of amending pages. It may be purchased from HMSO.) The introduction to the present volume announces that a provisional issue of a first series of explanatory notes to NIMEXE, in French and German, is obtainable from the Statistical Office of the European Communities at Luxembourg.

In February 1970, the Machine Tools Economic Development Committee requested the National Economic Development Office to examine the possible effects on the industry of UK entry into the European Economic Community. **British Machine Tools in Europe.** National Economic Development Office. (90 pages. NEDO, Millbank Tower, Millbank, London SW1P 4QX. £1.00.) is the result. It has been assessed and approved by a Study Group of the Machine Tools Trades' Association and was presented to the EDC in January 1972. It should be emphasised that the report considers the effects of EEC entry only in terms of the machine tools industry. Whilst the industry obviously functions as an important part of the British economy as a whole, the report's conclusions imply no judgement on the general economic impact of entry. After an introductory note on objectives and methodology, the report continues with a summary of both the text and conclusions. The first chapter analyses overall trends in machine tool business in the UK and the EEC and is well illustrated with tabulated statistical data, plus useful source information and footnotes on statistical problems. This detailed statistical information is a feature of all sections of the study. Trends in the UK and major EEC machine tool markets are examined in the next chapter and this is followed by a study of the relative competitiveness of machine tool products between the UK and the EEC. The production and market prospects for numerically controlled machine tools are the subjects of chapter four. The last three chapters are concerned with the industry's structure and comparative efficiency, tariffs and future prospects. Five appendices, including three on taxation and tariffs, conclude the volume. The major finding of the report is that the UK machine tool industry will gain more than it will lose from entry into the EEC.

As Director-General of the Federation of British Industries for nearly twenty years Sir Norman Kipping was in a unique position to observe the development of the post-war economy in general and relations between government and industry in particular. His mature reflections on these topics are combined with a narration of interest to all those engaged in commerce, industry and government in his newly published memoirs—**Summing Up** (350 pages. Hutchinson. £4.50. ISBN 0 09 111660 0). The book is divided into two parts. The first covers the constructive build-up of the FBI to be the acknowledged representative of British industry in its relations with governments. The author also examines the initiatives which led towards the formation of EFTA, the National Economic Development Council, the CBI, the export councils, and Kipping loans to India. Part two recounts, with a wealth of anecdote, the adventures of organising British trade exhibitions in a dozen countries.

Southeast Asia's Economy in the 1970s. Asian Development Bank. (716 pages. Longman. £8.00. ISBN 0 582 50030 3). At the Fourth Ministerial Conference for Economic Development of Southeast Asia, held in April 1969, the Asian Development Bank was asked to undertake a study of the major economic problems which would confront Southeast Asian countries in the 1970s and to explore possible solutions of those problems involving action by governments, either individually or co-operatively. The terms of reference subsequently drawn up for the study provided for reports on six aspects of Southeast Asia's economy—the 'green revolution', industrialisation, foreign trade, foreign private investment, population growth, and the impact of the end of hostilities in Vietnam and of the British military withdrawal from Malaysia and Singapore—and for an overall report to collate the findings of these sectoral studies. This latter was undertaken by Professor H. Myint, of the London School of Economics, who in 105 pages provides a unified presentation of the findings of the sectoral reports, examining the topics covered one by one and discussing the policy conclusions which emerge. Professor Myint's report forms a self-contained analysis of development policies for Southeast Asia, and it has also been published (with a new introductory chapter) as *South East Asia's Economy* (Penguin. £0.45. SBN 14 080656 3). The sectoral studies deal, generally, with the problems of eight countries—Indonesia, Khmer Republic (Cambodia), Laos, Malaysia, Philippines, Singapore, South Vietnam and Thailand. The studies likely to be of most interest to readers of *Trade and Industry* are those on the manufacturing industry sector, including an assessment of prospects for industry in the 1970s in relation to policies on protection, taxation, monetary policy and credit, investment incentives, etc.; on foreign trade, including forecasts of the prospects for the exports of the countries covered and suggestions on ways in which policy changes by advanced countries could help the expansion of the region's international trade; and on the impact of foreign investment, including country studies which incorporate much factual material on investment incentives and other government policies affecting investment. Each study has been contributed by one or more experts in the field. The policy conclusions reached are based on the factual and statistical evidence assembled, so that the volume is also a useful source of information on the economies of the countries it covers. It is unfortunate that much of this information, and the policy conclusions themselves, will remain difficult to find, or having been found once will be difficult to find again, since no index is provided.

Surveys of African Economies, Volume 4. (501 pages. International Monetary Fund, 19th & H Streets, NW, Washington DC 20431, United States. $5.00 : $2.50 to university libraries, faculty members and students. Payments in currencies other than US dollars will be accepted). This fourth volume of the Survey of African Economies covers five countries; Zaire—formerly the Democratic Republic of the Congo-Malagasy Republic, Malawi, Mauritius and Zambia. The Surveys are based mainly on published sources, supplemented by data gathered by Fund missions from central banks and national authorities, who have authorised their publication. Unlike the earlier volumes in this series, the countries covered in this volume are not joined together by common institutions. Accordingly, the introductory chapter is limited to a brief description of the principle characteristics of the five countries, emphasising the similarities and differences between them. Each country section is divided into nine common designations: general setting; structure of the economy; economic development and prospects; prices, wages and employment; government finances; money and banking; balance of payments and, finally, exchange and trade control systems. Volume three in this series was reviewed in *Trade and Industry* of December 23, 1970 (p. 533)

The Japanese Steel Industry: With an Analysis of the US Steel Import Problem, by Kiyoshi Kawahito. *Praeger Special Studies in International Economics and Development* (220 pages. Praeger. Published in the UK by Pall Mall Press. £6.25). This study, although primarily concerned with a specific problem in Japanese-American trade relations, will be of considerable interest to UK readers because of the wealth of data contained in the text on the development, structure, market management and future trends of the Japanese steel industry, which is now the second largest in the world. Part one begins with a survey of the postwar history of the industry up to 1960. The second part then analyses various facets of the present day industry including production, markets, raw materials, distribution, pricing and general finance, labour costs and productivity. These topics are examined in the context of similar terms of reference for the US and in aggregate for other steel-producing countries. Part three presents a computer model which is used to explore the Japanese-American steel trade and extrapolates future trends from recent data.

All firms regardless of size can apply

Units with less than 200 employees received over 25% of the Awards granted this year.

The 1973 Awards will be made to those U.K. based firms or organisations producing goods or providing a service which can show, for their size, the most outstanding achievement in increasing exports or in technological innovation.

The eighth annual list of Award winners will be announced on The Queen's personal birthday, 21st April, 1973.

For full information about eligibility, application forms and guidance notes, get in touch with The Secretary, The Office of The Queen's Award to Industry, 1 Victoria Street, London, SW1H 0ET. Telephone 01-222 2277. Telex 276366.

The closing date for applications is 31st October, 1972.

Forming an American subsidiary

by Michael Alexander†

A British company engaged in business in the United States, or contemplating such business, is sometimes prompted by circumstances to consider the formation of an American subsidiary. The need may originate for a variety of reasons: distribution requirements, sales operations, marketing objectives, technical assistance and tax considerations, and so forth. In many cases, wanting a subsidiary springs simply from the need or desire of the British company to have its own staff in charge of operations in the United States.

American business corporations are formed under state laws. In a fairly typical situation, the British company has in mind a New York office for the operations of its subsidiary. It is customary in such a situation to incorporate the subsidiary in the State of New York inasmuch as the subsidiary would be required to register with the State of New York if formed elsewhere. The discussion in this article, therefore, will deal with the matters which would be of general interest to a British company considering the organisation of a New York subsidiary.

The first step in the formation of a corporation under the laws of the State of New York is the preparation of a certificate of incorporation or, as it is sometimes called, a charter. Ordinarily, the certificate is executed by an incorporator who is the American nominee of the British principals. The nominee has no personal interest in the corporation.

When executed, the certificate of incorporation is filed with the Department of State of the State of New York. Upon the filing of the certificate, the corporation becomes, for all practical purposes, an operating company authorised to do business in its corporate name.

The certificate of incorporation recites the primary purposes for which the corporation is organised. In addition, the certificate usually provides for broad general powers to ensure that the corporation may, if it so desires, engage in any other lawful class of business during its existence.

All of the shares of stock of the New York corporation may be issued to the British company for such consideration as the Board of Directors of the New York corporation determines. In that connection, the use of shares without par value is generally recommended inasmuch as those shares may be issued for such consideration as the Board of Directors from time to time may decide.

While any number of shares may be authorised in the certificate of incorporation, 200 shares is frequently chosen. This is the maximum number of shares that may be issued by a New York corporation for the minimum organisation tax payable on account of such shares.

The certificate of incorporation is open to the public for inspection, in the New York Department of State. However, there is no public record of stockholders; and the use of shares without par value serves to keep the capital of the corporation confidential.

The activities of a New York corporation are governed by its certificate of incorporation supplemented by its by-laws. By-laws are generally submitted to the parent company for prior approval and are adopted either by the incorporator or at the first meeting of the Board of Directors.

The by-laws may be amended when necessary. They need not be made public and may remain a private matter for the corporation, its officers, directors and stockholders.

Unlike a British corporation, a New York corporation operates through its officers rather than its directors. Directors are elected annually by the stockholders and they, in turn, elect the officers annually.

The officers normally include a president, vice-president, secretary and treasurer. Neither directors not officers need be shareholders. A director may also serve as an officer and may even hold more than one office in the corporation.

Under New York law, the corporate president has broad implied powers. He may enter into contracts on behalf of the corporation, hire employees and otherwise transact business for the corporation. All acts of the president which are within the implied powers will be binding upon the corporation unless such acts are beyond the scope of the corporation's purposes. Accordingly, a person at the management level of the parent company is frequently designated as president of the subsidiary.

At the first meeting of the Board of Directors, officers are elected, the principal office of the corporation is established, shares of stock are issued and any other necessary action is taken for the corporation to commence operations. Meetings of shareholders and of directors may take place in or out of the United States. The meetings may be held at the office of the parent company in the United Kingdom if this is convenient for the directors or the parent company.

The by-laws may provide that shareholders may remove directors at any time, without cause, and directors may remove officers at any time, without cause. Through such provisions, basic control of the New York corporation is reserved at all times to the parent company.

The fiscal year of the corporation is fixed either in the by-laws or by resolution of the Board of Directors. The parent company may find it convenient to establish a fiscal year for the subsidiary ending three or four months prior to the end of its own fiscal year. This would allow time for review of the subsidiary's operations for the entire fiscal year prior to the preparation of the annual report of the parent company.

Many classes of transactions relating to the corporate operations may be authorised by the president without requiring approval of the directors. There are, however, some transactions which require a meeting of the Board of Directors.

For example, a meeting would be necessary to adopt resolutions for the designation of a bank as a depository of corporate funds and the authorisation of persons to act for the subsidiary in relation to those funds. In connection with meetings, procedures may be established under which formalities may be minimised while ensuring that no effective action will be taken on behalf of the subsidiary without the knowledge or consent of the parent company.

(continued on next page)

† This article is reprinted from the May/June issue of *British-American Trade News*, published by the British American Chamber of Commerce. Mr. Alexander is a member of the Chamber and co-chairman of its trade legislative committee.

FORMING AN AMERICAN SUBSIDIARY

continued

The taxable income of the New York subsidiary company will be subject to tax in the United States by Federal and New York tax authorities. It may also be subject to tax in other states or local subdivisions depending upon its activities in those jurisdictions. The tax impact, in all likelihood, will turn on the particular circumstances of the company and its operations. This is an area that requires exploration on an individual basis.

The discussion to this point has considered in general terms the information which would be of interest to a British company contemplating the organisation of a United States subsidiary. Conversely, there is a general class of information which the British company should be prepared to supply to its United States representatives in connection with the formation of the subsidiary.

A copy of the Memorandum and Articles of Association of the British company will be very helpful to the American representatives. This should be accompanied by a general statement of the purposes for which the parent company was formed, the business in which it is engaged currently and the business it proposes to conduct in the United States through the subsidiary.

The subsidiary will need a corporate name. This often is a variation of the parent company's name. For example, if the parent company is named 'Smith Enterprises Ltd.' the subsidiary may be named 'Smith Enterprises (USA) Inc.', provided that the name does not conflict with the title of an existing corporation.

In this respect a search may be made in advance of the filing of the certificate of incorporation to determine the availability of a particular name for the use of the subsidiary; and the available name selected may be reserved for a period of 60 days during which the measures for incorporation may be implemented.

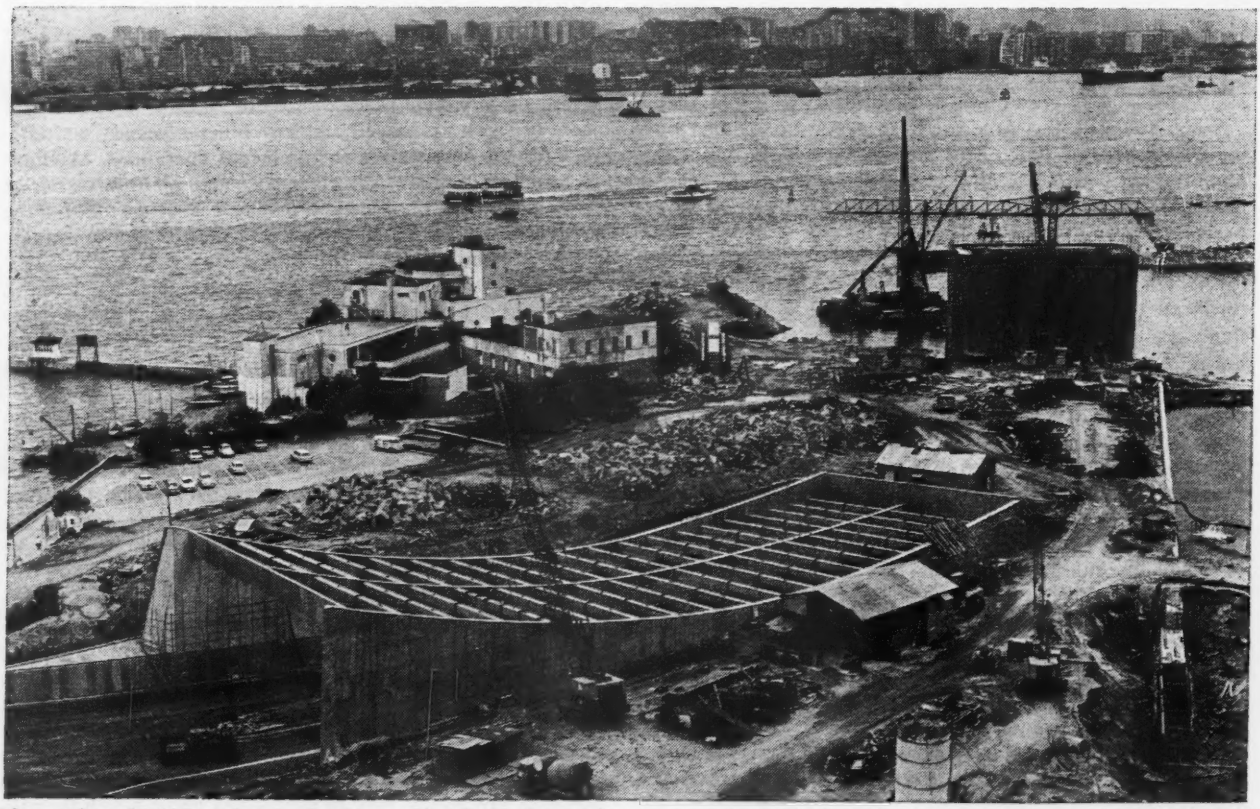
The persons who are to serve as directors of the subsidiary should be identified by name and address. Only one director is necessary where all of the stock of the subsidiary is held by the parent company. But it is preferable to have at least three directors to guard against the possibility that a single director may not be available when corporate action is required. Names and addresses also should be supplied in respect of the persons who are to be the officers of the company.

An early decision is generally recommended in regard to the capital requirements of the subsidiary. As a rule of thumb, the capital should be at least equal to the estimated operating expenses of the subsidiary during its first year of existence. The subsidiary will issue its corporate stock to the parent company in consideration for capital contributions.

The subsidiary will need to establish banking relationships with an American bank. Often the bank will be one with which the parent company has been doing business. Instructions should be issued for the opening of an account with the bank and the designation of persons as authorised signatories in connection with the account.

The subsidiary also may need an office or other quarters from which to conduct its business. Lease arrangements may have to be concluded for that purpose. The parent company should furnish full particulars regarding those requirements.

There are in each case special circumstances which will require particular attention. The parent company should be prepared to give comprehensive information in respect of those circumstances. The special conditions as well as the routine factors should be carefully considered before instructions are ultimately given for the formation of the subsidiary.



A great feat of British engineering has been achieved with the opening—two months ahead of schedule—of a road tunnel under the harbour of Hong Kong, linking Hong Kong Island with Kowloon, on the mainland. The £19 million tunnel, built by a British-led international consortium, is the longest immersed-Tube tunnel outside the United States, the longest underwater road tunnel in Asia and the only one in the world to be privately owned. It will have a dramatic effect on everyday life in Hong Kong. The tunnel will ease considerably the congestion of cross-harbour traffic which up till now has no option other then to use the ferries. It is estimated that some 35,000 vehicles per day will pass through the tunnel initially, and that this figure will be doubled within ten years.

Visit by British overseas commercial representative

THE following Commercial Diplomatic Officer is expected to be in this country shortly, when he will be available for discussions.

Laos (Vientiane) L. Underwood, Second Secretary (Commercial), and Vice-Consul in Vientiane since September 1971. Available: October.

British firms and organisations, other than those in the areas covered by the Department of Trade and Industry offices for the Eastern Region and the London and South Eastern Region, who wish to meet this officer to discuss specific export problems are asked to write for appointment to the appropriate Department of Trade and Industry Regional Director (Exports) stating the nature of the problem and commodities involved. Those firms and organisations in the London-based Regions mentioned above (together with those in other Regions who would prefer, or who would be prepared if necessary, to meet the officer for an interview in London) should write to Tours Section, Department of Trade and Industry, Room G60, Export House, 50 Ludgate Hill, London EC4M 7HU.

Because visiting officers often have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Division of the Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Department of Trade and Industry or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

More Government help for Export Marketing Research

As announced briefly in *Trade and Industry* of July 13 (page 56) the DTI has widened the scope of its Export Marketing Research Scheme to help more firms, either directly or through trade associations, to benefit from professionally conducted research in overseas markets.

The scheme started in 1969 and was designed to encourage the greater use of marketing research by individual British exporters by providing free professional advice and, in approved cases, financial support.

This is still the primary objective of the scheme but whereas support was previously limited to individual firms using consultants, it has now been extended to cover research undertaken by groups of firms and by trade associations, the purchase of multi-client studies and research carried out overseas by firms' or trade associations' own professionally qualified UK-based marketing research staff. The support for trade associations continues similar assistance formerly provided by the British National Export Council.

What the scheme provides

As part of the Government export promotion programme the Export Marketing Research Scheme provides:

Free Advice. The DTI employs a professional marketing research consultant—the Export Marketing Research Adviser—to advise firms on the means and techniques of researching export markets, including how research can help with particular export problems, what research may be needed, the most cost-effective method of carrying out the research and probable costs and so on.

Financial support. In approved cases the DTI will pay a substantial part of the cost of researching export markets. The amount of support in each case will be determined by a number of factors (see below) up to the following levels:

	per cent
a. Individual companies	33⅓
b. Joint research by groups of two or more unconnected firms with the aim of establishing joint representation in an overseas market	50
c. Trade associations	66⅔

The assistance at (b) embodies that available under the Group Export Representational Scheme (GERU).

In most cases the research will still need to be carried out by independent consultants, though support may now be given up to the appropriate percentage of basic overseas costs of investigations, overseas undertaken by an applicant's own professionally qualified UK-based marketing research staff—provided that in the view of the Export Marketing Research Adviser, their research expertise and resources are comparable to those of professional agencies and that the proposed research will be carried out to the same professional standards.

A report resulting from an assisted overseas market research project is confidential to the firm commissioning it and to the DTI. It is a condition of the scheme that the report will be treated as such and will not be released to any other person without prior agreement of the DTI, and that two copies of the report are made available to the Department which will maintain its confidentiality. In the case of reports commissioned or undertaken by trade associations these initially will be confidential to membership of the trade association but, after an interval, and at a price to be agreed with the DTI, the reports will normally be offered for sale to non-members. The revenue from such sales will be divided between the trade association and the DTI in the same proportion as the original assistance.

Who is eligible for assistance?

Priority will be given to applicants with little or no previous experience of export market research as part of their marketing effort in particular export markets. Firms or trade associations which already have substantial research experience are not excluded from support under the scheme though in such cases support may be limited to one or two projects per year.

All applications will be considered on their merits. taking into account the following main factors:

i the probable effect on British exports;
ii the production capacity and marketing capability of applicants;
iii the share of the particular market to be investigated already held by British firms;
iv the resources of the applicant, both financial and in terms of research expertise;
v the suitability and qualifications of those charged with carrying out the research, whether consultants or in-house staff;
vi the research objectives, methods and cost.

In all cases sources of information available via the Government's regular export promotion services and elsewhere within the UK must first have been fully explored. Clearly it is not the purpose of the scheme to subsidise research already under way or completed, nor will support be given for general 'background' research which is not part of a more detailed or specific project.

The scheme so far

Since the introduction of the scheme in July 1969, 50 projects have received financial support and over 250 firms have used the advisory service. Of the 50 projects about half have been undertaken in the last eight months.

Projects so far have covered all EEC countries, Scandinavia, Japan, USA and the Middle East, in respect of a wide range of both consumer and industrial products.

How to use the scheme

Firms or trade associations seeking advice about export marketing research or wishing to submit a project for consideration should contact the Export Marketing Research Adviser, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757, ext. 7263).

MISSIONS and TOURS

French officials learn about whisky

A GROUP of French Parliamentary Deputies, Mayors and Regional Councillors from the Department of Saône-et-Loire was in Edinburgh recently taking part in a study tour of Britain. The purpose of the tour was to learn something about both Scottish agricultural practice and Scotch whisky production.

The latter aspect was covered in a visit to the Leith Blending and Bottling Plant of Mackinlay-McPherson Ltd. where the visitors were welcomed by Mr. A. H. R. Bruce—export sales manager for France. In a short talk Mr. Bruce outlined the importance of the Scotch whisky industry to Scotland and the UK and drew attention to unfair legislative practice in France which disallows advertising of spirits made from grain.

To complete their brief education the visitors were shown the latest Scotch Whisky Association film 'Time Was The Beginning' before touring the bond to see Mackinlay's Old Scotch Whisky in preparation for the French market.

The following day the French officials were welcomed by Edinburgh's Lord Provost at a civic reception.

Overseas students are Hamworthy's guests

WITH three overseas students among the workforce, Hamworthy Engineering's premises at Fleetbridge, Poole, are taking on a little of the atmosphere of a United Nations enclave these days.

In the drawing office of the transmissions division is 24-year-old Erkki Nironen from Finland. Over in the combustion division test rig laboratory is 21-year-old Flavio Peralda from Italy, and in the same division's drawing office is 24-year-old Rajan Vaswani from India.

Hamworthy Engineering—part of the Powell Duffryn Group—often sends its own students and apprentices abroad, and the presence of the three overseas students is in line with its policy of maintaining international contact.

Successful Caribbean tour

MR. WILL THORNE, group export director of London Bankside Products Ltd., Amersham, Bucks., manufacturers of auto accessories, has returned from a successful five-week tour of the Caribbean area as part of the SMMT mission.

He visited Sparto agents and distributors in Guyana, Venezuela, Jamaica, Dominican Republic, Puerto Rico, Barbados and Trinidad and obtained orders totalling over £8,000.

Export debut

MISS VIVIEN HARPER, who recently joined Royal Doulton's export department, is shortly undertaking her first sales tour on the Continent. Miss Harper, 25, comes from Stafford and is fluent in French, German, Italian and Spanish.

Following two years at Wolverhampton Polytechnic, she worked in France before joining Royal Doulton in 1968 as secretary to the marketing director, Mr. J. G. Bellak.

Extensive international tour by sales director

FRESHLY returned from a five-day visit to potential container operators in South Africa, Mr. W. Ian Green, sales director of Crane Fruehauf Containers Ltd., left London at the end of June on an extensive visit to container operating companies and container ports throughout the Far East and the West Coast of America. During his intensive three-week tour he will be travelling to the US West Coast, Singapore, Hong Kong and Japan.

Overseas aid for exporters

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of the names and addresses of British commercial representatives overseas is published quarterly as a supplement to *Trade and Industry*.

Visiting the Jones-Shipman stand at the Machine Tool International '72 exhibition at Olympia are members of the inward mission of machine tool users from West Germany. The mission came to Britain at the invitation of the Department of Trade and Industry in connection with the South German Trade Drive, which was launched recently by the Department. Seen here (left to right) are: Mr. R. G. Robinshaw, Department of Trade and Industry; Herr Zomzelli, Robert Bosch GmbH; and Herr Baun, Robert Bosch GmbH.

Market study group to visit Italy in October

A COMPREHENSIVE study of the Italian market will be made by a group of British businessmen in Milan on October 2-6. The visit, which will enable them to discuss marketing in Italy and to meet their Italian counterparts, has been arranged by the *Financial Times* in association with HM Consulate-General in Milan.

The visit is intended for manufacturers and those in the financial sector interested in expanding their businesses in Italy. Discussions will be held over a period of three days and will be led by Italian experts and prominent members of the British business community there. Subjects which will be covered include market reports on machine tools, scientific instruments and hospital equipment; labour in Italy; transport; methods of doing business; legal, accountancy, banking and fiscal aspects; the role of the official commercial services; and the help offered by British businesses in Italy. The chair for all these sessions will be taken by Mr. Ray Thompson, a director of RTA Milan.

The market study visit will follow, almost immediately, the conference on business relations between Britain and Italy in the enlarged Common Market to be held in Milan on September 28 and 29 which is being organised by the *Financial Times* and Il Sole-24 Ore.

Enrolment forms for both the conference and the study group are available from FT Conference Department, 388 Strand, London, WC2R 0LT. (Tel: 01-836 5444.)

South African fact-finding visit to Britain

ON Sunday, July 9, an inward trade mission from South Africa arrived at Ringway airport, Manchester, to begin a 12-day visit to Britain as guests of the Federation of British Hand Tool Manufacturers and the National Federation of Engineers Tool Manufacturers.

Sponsored by these Federations and assisted by the Department of Trade and Industry the mission has also received active support from the British High Commission in Johannesburg.

The party is 20 in number and its members represent major South African distributors of hand tools and engineers tools. During their stay they will tour 14 factories in Sheffield, Birmingham, Wolverhampton, Wednesbury and Mansfield to see production techniques and manufacturing processes.

The purpose of the visit is to establish closer trade relationships with the object of selling more British made tools to South Africa. This is an important export market for members of the Federations and the manufacturing companies who will receive the mission are confident that they can satisfy South African buyers in respect of quality, price and deliveries.

Visit of Chinese Mechanical Engineering Society

SIX members of China's Mechanical Engineering Society visited the Coventry factory of Matrix Machine Tools Ltd., member company of the Machine Tool Division of Tube Investments, on July 5, as part of a fact-finding mission to the United Kingdom. Welcomed by sales director, Mr. Paul Henderson, and Mr. Andrew Barclay, Far East sales director for Matrix-Churchill International Ltd., the Chinese were taken on a tour of the Matrix works to inspect the extensive manufacturing facilities for producing Matrix precision thread grinding machines.

The same party of Chinese engineers were later due to visit Churchill Gear Machines Ltd., the other major United Kingdom machine tool manufacturing centre of Tube Investments' Machine Tool Division, at Blaydon-on-Tyne, to see high-production gear processing machines.

EXPORT ORDERS

Induction billet-heaters sent to Norway

Just shipped from Britain is the last of three 650 kW induction heating installations for aluminium billets, complete with ageing ovens and billet-handling equipment, ordered from Banyard Metalheat Ltd., Bournemouth, by the giant Norway-based group of companies, Norsk Hydro. Total value of the orders is over £150,000.

The billet heaters are for installation in high speed aluminium extrusion plant. Designed for billets 158 mm (6¼ inch) in diameter, 650 mm (25½ inch) long, each unit will heat billets one a minute to extrusion temperature under strictly controlled conditions. Maximum temperature attainable is 550°C, and the billets are fed automatically straight to the extrusion press.

This big triple order follows an initial one about a year ago, when the newly formed Aluminium Precision Extruders Ltd. (or Alupres) Newport, South Wales, backed by Norsk Hydro, installed a 250 kW Banyard heater. It was the evident success of this installation that led to the export orders.

Banyard heaters are shipped completely assembled; they are free-standing and require only connection to electrical, water and compressed air services. In fact, the heater at Alupres was installed, commissioned and heating billets to extrusion temperatures just 2 hours 50 minutes after entering the extrusion shop door.

Mr. R. W. Oliver (centre), Assistant Director, and Mr. R.C. Williams (left), both of the Engineering and Water Supply Department of the State of South Australia, being shown the work of the Water Research Association by its Information Officer, Mr. J. Jordan. Mr. Oliver and Mr. Williams, who are working on long-term plans for major water treatment works in South Australia, recently spent a week as guests of HMG.

Italian tractor hydraulics business

Plessey Hydraulics, of Swindon, has won new business worth, initially, £25,000 in the substantial Italian tractor hydraulics market. The production order, for power steering pumps, is from SAME SpA of Treviglio, which is Italy's largest manufacturer specialising in farm tractors alone.

Announcing the business, Plessey Hydraulics general manager Mr. Robert Verguson said, 'With Britain's full membership of the EEC only months away, any substantial business gained now among the present member countries is especially valuable in terms of our future competitiveness within the Community.'

Japanese select British equipment

Ransomes Sims & Jefferies Ltd., Ipswich, recently received its first bulk order from Japan for British built and designed sugar beet harvesters. This followed extensive trials carried out during the 1970 Japanese sugar beet harvesting season with a Ransomes Powerbeet Harvester. This order has been placed through Hokkai Ford Tractor Ltd., Ransomes' distributors in Japan.

Mr. John Snell, Ransomes' export sales manager, said, 'With the Japanese drive to cut down imported sugar the necessity for home production is gaining impetus within the agricultural community. Ransomes sugar beet harvesters are already being increasingly used in other countries and are ideally suited to the Japanese farming conditions. This order could be just the tip of the iceberg for future orders of Ransomes havesting machinery.'

£130,000 South African process combustion contract

The process combustion division of environmental control specialists Peabody Ltd., London, recently announced orders totalling more than £130,000 for the supply of two incinerators, two air heaters and associated control equipment to South Africa.

The incinerators are designed to destroy sulphur laden waste gas from a new mineral beneficiation plant in Botswana operated by Bamangwato Concessions Ltd. The overall design of the plant is in the hands of Selection Trust Ltd.

Steel fabrication of the incinerator units was carried out in the United Kingdom by Limevail Construction Ltd.

Telephone exchanges for Abu Dhabi

GEC Telecommunications Ltd., Coventry is to supply two £10,000, 200-line private telephone exchanges to the Arabian Sheikdom of Abu Dhabi.

The equipment will be manufactured at the headquarters of the company's private systems division at Ford Street, Coventry. Delivery is scheduled for completion towards the end of the year.

The exchanges are both PABX3s with 200 extension lines and 20 public exchange lines and they have been ordered by the Abu Dhabi Telegraph and Telephone Co. Ltd., the associate of International Aeradio which operates the telephone and telegraph services in Abu Dhabi.

Radio communications equipment

Pye Telecommunications Ltd. has received a £103,000 order from the Indian Air Force for radio communications equipment. The contract covers the supply of 75 sets of 70 watt VHF transmitter and receiver equipments complete with remote control equipment for use at airports and airfields.

£350,000 printing machines deal

A contract valued at £350,000 has been signed by Rotaprint Ltd., North London manufacturers of small offset lithographic printing machines, for the supply of some 200 machines, supplies and spare parts over the next two years, to Technopromimport, the Soviet Foreign Trade Corporation of Moscow.

Production of Vutronik instrumentation for the 600 control loops, worth around £300,000, to be installed at the new Come-by-Chance refinery in Newfoundland is well under way at Honeywell's factory at Uddingston in Scotland. Prime contractor for the project is Procon (Great Britain) Ltd. and the refinery will be operated by Newfoundland Refinery Co. Ltd., a wholly owned subsidiary of Shaheen Natural Resources Inc. Picture shows Mr. John Atkinson (left) of Procon and Mr. Gordon Brown of Honeywell's Contracts Department examining the new push-button feature of the Votronik modules being supplied. This group of about 300 panel board instruments will shortly be leaving Uddingston for assembly in the control panels.

Surrey firm wins contracts against US and Japan

Newell Dunford Engineering Ltd. of Surbiton, Surrey, part of the Dunford & Elliott group, recently designed two cascading rotary dryers for what is thought to be the largest hematite iron ore complex in the world.

The contract, worth £65,335, is for J & E Ledger Pty. Ltd. of Western Australia for its client the Dravo Corporation of Pittsburgh. The dryers each 11 ft. diameter and 100 ft. long have a throughput of 450 long tons/hour input per dryer and will be sited at Cliffs Western Australia Mining Co. Pty. Ltd., Robe River Project at Cape Lambert.

The order was won in the face of fierce competition from America, Japan and Sweden.

Overseas demand for turntables

Exports for British Turntable Co., Ltd., Bolton, Lancashire, are currently enjoying an increase, with turntable units for car displays being exported as far afield as Iceland, Switzerland and Portugal.

Ford Lusitania in Portugal recently took delivery of seven Merlin turntables. The turntables will be used in showrooms and motor shows to help promote new models.

This £4 million hotel is to be built at Kingston, Jamaica, by Higgs and Hill Ltd., New Malden, Surrey, for a subsidiary of the Urban Development Corporation of Jamaica. The 390-guest-room hotel is part of the Kingston waterfront redevelopment plan, a major section of which is already being carried out by Higgs and Hill. The architects are Michael Lyell Associates of London, in association with Associated Caribbean Architects of Jamaica.

Botswana's first computer installation will come from Britain

The Botswana Government has signed a contract for the lease of an International Computers Ltd. 1901A computer and supporting equipment with International Computers (South Africa) (Pty). Ltd. Valued at £72,000, this will be the first computer installation in Botswana.

The 1901A will replace a punch card tabulating system which, since 1968, has been used almost exclusively for the processing of civil servants' and teachers' salaries and for Government revenue and expenditure accounting.

During the past year the Botswana Government had made extensive investigations into the provision of a replacement system and decided that the new computer would serve current needs as well as providing data processing facilities, not previously available in the country, for statistical and other projects.

British development loan funds will provide the building to house the installation—due to become operational early in 1973—in Gaberones.

£600,000 contract from Malaya for pumps

Allen Gwynnes Pumps Ltd., Bedford, a member company of Amalgmated Power Engineering Ltd., has secured the contract to supply circulating water pumps for the stage III extension to Tuanku Ja'afar power station at Port Dickson in Malaya.

This latest order, for pumps, electric motors and associated equipment, is worth approximately £600,000 and was placed by the National Electricity Board of the States of Malaya, for whom the consultants are Messrs. Preece, Cardew & Rider of Brighton. Six 36 in. (915 mm.) Allen Gwynnes vertical-spindle split-casing turbine condenser and alternator cooling system pumps, each capable of discharging 35,000 gal/min. (9,550 m³/h) of sea water against a total head of 40 feet (12 metres), are to be supplied, together with 550 hp Parsons Peebles driving motors which will directly drive the pumps at 492 rev./min.

These motor-driven pumps will provide cooling water for three new 120 MW turbo-alternator sets required to provide power to meet industrial and domestic development in Malaya. All pipework and supporting steelwork for the pumps and cooling system in the Allen Gwynnes contract will be manufactured in Malaya

Three companies land £6 million order to build Soviet cladding factory

Three British companies last week announced a £6 million order to build a Soviet cladding factory. The Export Credits Guarantee Department has backed £4.6 million in loans.

To be built at Chelyabinsk, east of the Urals, the plant will coat, profile and form 75,000 tons of steel strip annually into exterior and interior cladding for the building industry. The companies are H. H. Robertson (UK) Ltd., who will design the plant, Redman Heenan Process Engineering Ltd., who will supply it, and Simon Carves Ltd., who will erect it.

Sales effort

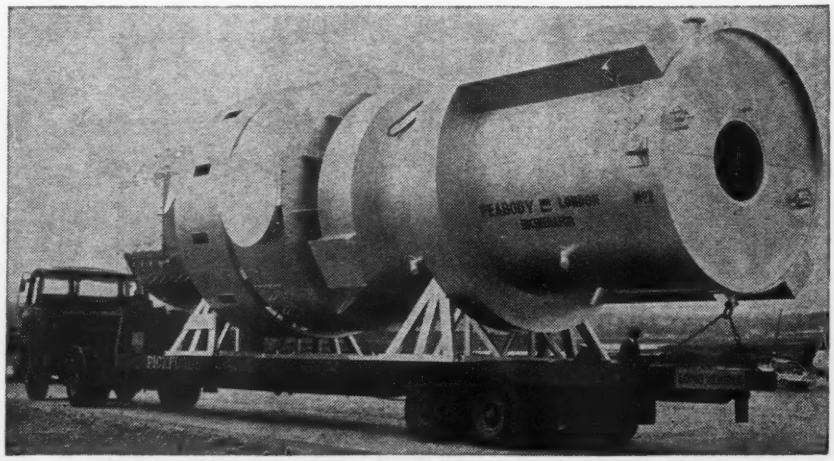
The Robertson's sales effort was spread over 18 months' negotiations in Moscow, and the company puts success down to two counts—the suitability of the cladding for the Soviet climate and the company's experience in protected-metal technology.

The plant will comprise a priming and hot-melt coating line and a profiling and cutting line. The hot-melt line will automatically and continuously coat cold-rolled and galvanised steel coils, the final layer being tough, colour-pigmented polyester resin. The strip, after profiling, will be cut to length by a flying die shear and stacked automatically.

Advanced development

Advanced equipment will monitor and control the process throughout and treat effluents to a high standard before discharge

Design work has started, and work on site will begin in mid-1973. Commissioning is expected at the end of 1974. Financing—by the Midland, National Westminster and Lloyds banks—was arranged with Vneshtorgbank by Lazard Brothers and Co. Ltd., and £4.6 million has been guaranteed by ECGD. The loan is repayable 8½ years from the commissioning date.



One of two 40 feet high Peabody incinerators ordered by Brown & Root International Ltd., on behalf of Bamangwato Concessions Ltd., in transit for shipment to Botswana.

Minister announces new £200 million Anglo/Soviet credit agreement

THERE are clear indications that UK exports to Russia, which in recent years have been disappointingly low, are now beginning to increase, Lord Limerick, Parliamentary Under-Secretary of State for Trade, said in London on July 20.

Addressing the Russo-British Chamber of Commerce Contact Circle luncheon, Lord Limerick went on to announce a major new Anglo/Soviet credit agreement, of £200 million, which during the next two years will make an important contribution to furthering trade between the two countries.

Commenting on his recent visit to Moscow Lord Limerick said: 'While I was in Moscow I had valuable talks with Mr. Antonov, the Minister for the electro-technical industry, and Mr. Manzhulo and Mr. Alkhimov, both Deputy Ministers at the Ministry of Foreign Trade; Mr. Borisov and Mr. Prikhodov, the President and Deputy President of the All Union Chamber of Commerce and Industry. In these meetings I explained that I had only been in the Government three months, and that prior to that I had been for fourteen years in international banking. I hoped that I would be able to introduce a practical businessman's approach to trade matters. I therefore felt bound to say how disappointed we were in the UK with the trends in Anglo/Soviet trade over the last four years. I pointed out that although we were buying more from the Soviet Union our exports had been stagnant or even declining. The views expressed to me about the reasons for this were equally frank, but overall the atmosphere was increasingly friendly and constructive.

'There are indications that we are now approaching a period which will be more favourable for the regeneration of British exports to the USSR. It was confirmed that the mission from the London Chamber of Commerce led by Lord Erroll which visited the Soviet Union in March made useful progress, and negotiations are proceeding on a number of projects which could result in considerable business for UK firms. I understand that our Russian colleagues will agree that the next year or so will be a peak period for placing orders under the present five year plan and it will be up to British businessmen to take advantage of this. We hope they will do so, because Her Majesty's Government has been concerned about the present trend in British exports to the USSR during recent years and also about future prospects. I am pleased to note however that there has been some improvement in exports during the first half of this year; the January-June total of over £48 million is nearly £9 million above that for the same period in 1971. This is indeed a welcome trend even allowing for inflation and we look to see the increase being maintained and added to during the remainder of this year, so that we can at least regain the export levels attained before the present Long Term Agreement was signed.

'But what we are all really looking forward to is the further significant development of the trade in both directions, and that on commercial terms as provided for in the Trade Agreement. I am very pleased to see that Mr. Simakov and his colleagues from the Soviet Ministry of Foreign Trade are here today. They have been reviewing Anglo-Russian trade this week with our own officials. I talked yesterday evening with Mr. Simakov and I know that these talks have proved useful both in discussing specific issues and more significantly in the long run, in the identification of areas where trade between our two countries can be further developed.

ECGD services

'This leads me to the role of the British Government. As I see it, it is three-fold. First, we can seek to develop, with our Soviet counterparts, a general atmosphere in which our mutual trade will flourish. As practical men I think we can reasonably claim some real progress recently, and especially in the past ten days. Second there are the direct services provided to exporters by the DTI in London and by our excellent Commercial Department in our Embassy in Moscow, which can help businessmen particularly when they are moving into the Soviet market for the first time.

Mr. V. S. Alkhimov, Soviet Deputy Minister of Foreign Trade, pictured during a call last week on the Secretary of State for Trade and Industry, Mr. John Davies.

'There is also one important service which the Government provides which is run on commercial lines. I refer to the facilities offered by the Export Credits Guarantee Department. I hope you do not think it is simply because of my recently relinquished career as a banker that I stress the importance of credit when selling overseas. When prices and specifications are close it is often the credit terms which decide the deal. One explanation given by our Russian colleagues for the poor showing of British exports to the USSR during 1971 was the fact that for the first months of that year the interest rate on medium term credit covered by ECGD was 7 per cent, which they found unattractive. The rate subsequently was reduced to 6½ per cent and then more recently to 6 per cent, the Government now taking responsibility for determining it.

New £200 million agreement

'Today I can announce to you the conclusion of a further understanding. On the initiative of ECGD, negotiations were started a month or so ago in Moscow on the framework of a general credit agreement. Considerable progress was made by the ECGD team and when I visited Moscow last week I was able to carry on these negotiations with the Deputy Foreign Trade Minister concerned, Mr. Alkhimov. Sufficient progress was made to encourage Mr. Alkhimov to come to London this week and only yesterday he and I exchanged letters constituting an agreement on credit. This agreement covers medium term finance for trade to the value of at least £200 million over the next two years at an interest rate of 6 per cent, the credit term to vary somewhat according to the size of individual contracts. I hope that our Russian colleagues will regard this credit agreement as I do, as an earnest token of our serious intent to improve trade and generally to improve relations between our two countries.

'My message therefore is that we should look to the future with optimism and confidence. I must stress, however, that this agreement can only provide a climate, we believe a favourable climate, in which our businessmen can work. It cuts only one corner in negotiations and it is still up to the suppliers to get into this very competitive market and to compete for the business. I assume that we can rely on them to do so with a fair measure of success.'

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country

or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by August 10.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
38.19	Prepared catalysts in the form of spheres containing palladium metal dispersed in or deposited on an aluminosiliceous base, the palladium content being not less than 0.2 per cent by weight and not more than 2.0 per cent by weight	Supported noble metal catalyst	December 31, 1972	13918
73.12	Strip of iron or steel, coated with tin, of a width not less than 304 millimetres, and not more than 500 millimetres, of a thickness of not less than 0.12 millimetre and not more than 0.5 millimetre, and of a length of not more than 1,016 millimetres	Tinplate	October 2, 1972	10813
	Strip of iron or steel, in coil form, coated with tin, of a width of not less than 140 millimetres, and not more than 500 millimetres and of a thickness of not less than 0.12 millimetre and not more than 0.5 millimetre	Tinplate	October 2, 1972	10813
73.13	Sheets of iron or steel, coated with tin, of a width exceeding 500 millimetres but not more than 966 millimetres, of a thickness of not less than 0.12 millimetre and not more than 0.5 millimetre, and of a length of not more than 1,016 millimetres	Tinplate	October 2, 1972	10813
	Sheets of iron or steel, in coil form, coated with tin, of a width exceeding 500 millimetres but not more than 966 millimetres and of a thickness of not less than 0.12 millimetre and not more than 0.5 millimetre	Tinplate	October 2, 1972	10813

The Import Duties (Temporary Exemptions) (No. 7) Order 1972

THE Treasury has made the Import Duties (Temporary Exemptions) (No. 7) Order 1972. This Order continues, until the beginning of August 13, 1972, the temporary exemption from import duty of fresh, chilled or frozen beef and veal. The Order came into operation on July 16, 1972, and has been published as Statutory Instrument 1972 No. 1042.

Copies are available from HMSO, price 2p (or 4½p by post).

The Import Duties (Temporary Exemptions) (No. 8) Order 1972

THE Treasury has made the Import Duties (Temporary Exemptions) (No. 8) Order 1972.

This Order provides that the material 1,3-Dichloro-5,5-dimethylhydantoin shall be temporarily exempt from import duty until September 1, 1972 and that certain tinplate shall be temporarily exempt from import duty until October 3, 1972.

The Order came into operation on July 19, 1972 and has been published as Statutory Instrument 1972 No. 1057.

Copies of the Order are available from Her Majesty's Stationery Office, 49 High Holborn, London WC1 and Branches (price 3p) or by post from HMSO, PO Box 569, London SE1 (Price 5½p).

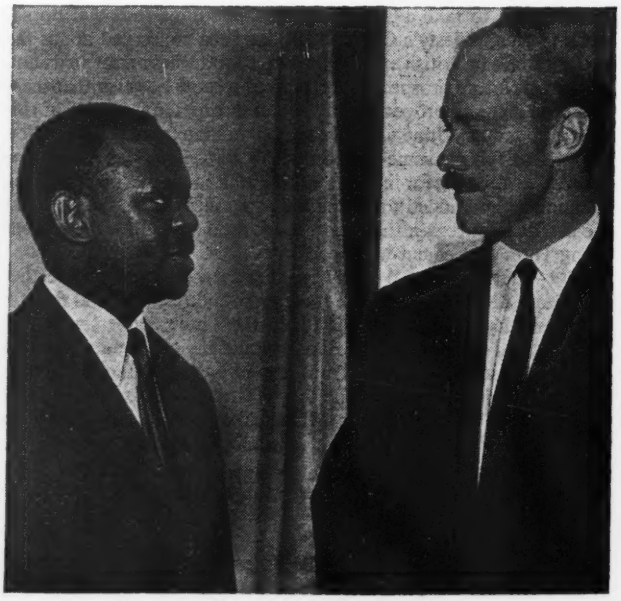
In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Nigeria: progress report on second national development plan

A FIRST progress report on the Nigerian Second National Development Plan 1970-74 (see *Trade and Industry*, November 25, 1970) has been published, covering 1970-71 and the first half of 1971-72. The rate of growth of GDP has exceeded the targets forecast; in 1970-71 the rate was 9.6 per cent compared to a prediction of 4.7 per cent and the estimate for 1971-72 is 12 per cent against the plan's 6.3 per cent. The most rapid growth rates were in mining, quarrying and general government manufacturing sectors, with increased production of oil expected to account for nearly half the increase in 1971-72.

Imports at £N 419.9 million in the first year of the plan exceeded prediction by £N 89.9 million and estimates for the second year are put at £N 530 million against the plan figure of £N 362.9 million. Nigerian exports of oil exceeded forecasts. Estimated at £N 260.3 million for 1971-72, the actual figure was £N 292.6 million. The figure for 1971-72 was predicted to be £N 329.5 million but is expected to reach £N 580 million.

The report also contains brief progress reports on the implementation of the Federal and State projects mentioned in the plan. Copies of the report can be seen at Statistics and Market Intelligence Library Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU. **CRE ext. 3338/3064**



The Hon. A. J. Soko, Zambian Minister of Trade and Industry, called at the Department of Trade and Industry last week to see Lord Limerick, Parliamentary Under-Secretary of State for Trade. The Zambian Minister was on a tour, mainly of European countries, for discussions on Zambia's Second National Development Plan.

ECGD begins operating overseas investment insurance

THE Export Credits Guarantee Department announced on July 19 that it is open to negotiate the insurance of new overseas investments by British companies against the risks of expropriation, war damage, or restrictions on remittances. The cover is on the lines announced in *Trade and Industry*, February 17, page 283.

The scheme aims to contribute to the development of the economies of the less developed world and to benefit Britain at the same time by encouraging investment overseas. The insurance covers equity investment in an enterprise, which may be either direct investment or substantial portfolio investment, and loans or guarantees of loans. Cover is for 15 years with premium of 1 per cent per annum on the current insured amount. Under a Clause in the Finance Bill premiums will be an allowable expense for tax purposes.

Mr. Robert Fell, Secretary of ECGD, said: 'We are now open for business and it is up to British traders and investors what use they make of the scheme. There has already been an encouraging response, which leads us to hope it will achieve its aim of stimulating investments profitable both to the host country and ourselves.'

ECGD has so far received about 140 specific inquiries for investments worth some £45 million. Roughly half these inquiries (63) are for projects in Africa, 29 are for Central and South America, 28 for South Asia and the Far East, 11 for the Middle East, and seven for Europe.

Sixty per cent of the inquiries are in respect of manufacturing industries. The detailed industrial distribution is as follows:

Agriculture		9
Banking		7
Construction		11
Distributive trade		1
Real estate		2
Insurance		5
Mining		4
Miscellaneous services		12
Manufacturing		84
Food, drink & tobacco	12	
Chemical products	12	
Metal manufacturing	10	
Mechanical engineering	7	
Electrical engineering	10	
Textiles	11	
Vehicles	2	
Shipbuilding	1	
Others	19	
Transport and communication		1
Not known		2
		138

Approximately 60 per cent of the inquiries are for projects under £200,000; projects between £200,000 and £499,000 comprise 20 per cent of the number of inquiries; projects between £500,000 and £1 million comprise 10 per cent; projects over £1 million comprise 10 per cent (most of these for projects over £2 million). Of two cases over £5 million one is an agricultural project and the other a mining project.

Iran and Poland

THE Iranian Ministry of Economy has announced that the validity of the lists of imports and exports attached to the trade agreement between Iran and Poland, dated December 16, 1969, has been extended for a further period of six months from July 1 to December 31, 1972. **EDB ext. 420/475**

Cyprus: exchange control regulations

THE Cyprus Government has decided to impose exchange control for remittances to Great Britain with effect from July 7. The regulations are the same as those already applicable to all other foreign countries. **CRE ext. 2338/2339**

TARIFF & TRADE NOTICES

Details of European Communities legislation which formerly appeared on this page are now published in the European Communities Section of the journal.

Spain

OPENING OF GLOBAL QUOTAS: The Spanish global quotas for 1972 were published in *Trade and Industry*, January 20 (page 128). The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas for the second half of 1972. Applications must be presented not later than August 12.

Quota no.	Tariff no.	Goods	Value of licence applications invited (Pesetas)
10	15.10-C 28.02 28.14-A 28.15-B 28.41-B.3 ex 28.46-B	Inorganic chemical products	36,602,500
11	17.02-A.1 17.02-B.1 ex 29.25 29.42-A 29.42-C 29.44-A 29.44-B	Organic chemical products	29,282,000
13	32.09-A ex 32.09-D	Varnishes, inks, pigments and similar preparations	25,621,750
14	33.06	Perfumery, toilet and cosmetic preparations	14,641,000
15	34.02-B 34.03-B ex 35.05 ex 38.07 ex 38.08 38.19-F.2 ex 38.19-G 38.19-H ex 38.19-J ex 38.19-K	Tensoactive preparations, preparations for lyes, lubricating preparations, glues and miscellaneous products of the chemical industries, not liberalised and not included in other quotas	76,865,250
16	39.01-A	Phenoplast and furane resins	32,942,250
17	39.01-B	Aminoplasts	21,961,500
18	39.01-C ex 39.01-J	Other condensation, polycondensation and polyaddition products	21,961,500
19	39.02-C	Styrene and derivatives products (polymerisation)	10,980,750
20	39.02-E	Polyvinyl chloride	21,961,500
21	39.02-A.2 39.02-G.2 39.02-G.3 39.02-L.2 ex 39.02-M 39.02-N ex 39.03-A	Other polymerisation and copolymerisation products	40,262,750
22	39.07-B	Manufactures of artificial plastic materials of cellulose esters and of artificial resins	32,942,250
23	44.15 44.16 44.18 48.09	Non-liberalised wood manufactures	9,882,675
24	50.02 50.03 ex 57.03-A 57.03-B 57.03-C 57.04-A.1 57.04-B.2.a 57.04-C	Miscellaneous textile fibres	8,052,550
25	50.04 50.05 50.06 50.07 50.08 55.05 55.06 57.06	Yarns of miscellaneous textile fibres	12,078,825
26	57.07-C	Coconut yarns	32,942,250

(continued on next page)

SPAIN
continued

Quota no.	Tariff no.	Goods	Value of licence applications invited (Pesetas)
27	50.09 50.10 55.07 55.08 55.09 57.10 ex 57.11	Fabrics of miscellaneous textile fibres	56,075,000
28	58.04-E 58.08 58.09 60.01-C	Tulle, lace, velvet and knitted goods	12,810,875
29	ex 59.03-A 59.07 59.08 ex 59.11 ex 59.12 ex 59.13 ex 60.06-A	Special fabrics	11,602,992
30	58.01 58.02 58.03	Carpets and rugs	5,490,375
31	ex 60.02 ex 60.03-A.2 ex 60.03-B.2 ex 60.03-C 60.04-C 60.05-C 61.01-A ex 61.01-D ex 61.01-E 61.02-A ex 61.02-D ex 61.02-E ex 61.03-A ex 61.03-C 61.04-A ex 61.04-D 61.05 61.07 61.09 ex 61.10-A ex 61.10-C ex 61.11 ex 62.01-B ex 62.02 ex 62.04	Ready-made clothing	14,641,000
32	58.05-D ex 58.06 ex 58.07 59.01 59.02-C ex 59.04 ex 59.05-C ex 59.06 ex 59.14 ex 59.15 ex 60.06-B 62.03 ex 62.05-B	Other textile manufactures	9,150,625
33	69.11-B 69.12-B 69.13 ex 70.13-B.1	Articles of porcelain and glass	20,497,000
34	71.12-B.2 71.16	Imitation jewellery	6,222,425
35	ex 73.23	Containers of iron or steel	14,641,000
36	73.36	Stoves, heating apparatus, cookers (including those also connected to central heating), cooking rings, boilers, plate heaters and other similar non-electric apparatus for domestic use and parts of cast-iron, iron or steel	8,052,550
37	ex 73.40-C	Other manufactures of cast-iron or steel	16,105,100
38	74.19-D 74.19-E	Copper manufactures	7,320,500
39	ex 76.15 76.16-B	Aluminium manufactures	8,052,550
40	ex 82.03 82.04	Hand tools for industry	40,262,750
41	ex 82.02 ex 82.06	Saws and blades	21,961,500
42	82.09 82.10 82.11-A.C.D.E 82.14	Cutlery and table sets of iron or steel	14,641,000

EDB ext. 462/471/472/473

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

HOME COMPENSATION TAX MODIFICATIONS—METALLIC ORES, BOOKS: The Spanish *State Gazette* of July 12 published modifications in rates of Home Compensation Tax Levy on the following: tariff heading 26.01-M.2, zirconium ores, 5 per cent; tariff heading 49.01, printed books, booklets, brochures, pamphlets and leaflets, 11 per cent. The customs duties remain unchanged. **EDB ext. 462/471/472/473**

Federal Republic of Germany

FAIR QUOTAS FOR THE SECOND HALF OF 1972: An announcement in *Trade and Industry* of July 6 (page 23) stated that applications for import licences for goods sold at fairs had to be made to the Bundesamt für Ernährung und Forstwirtschaft, 6 Frankfurt/Main, Addickesallee 40 not later than the fourteenth day after the closing of the fair.

The Federal German authorities have now allocated the following fair quotas for the second half of 1972:

UK (overall total) DM 999,000

of which

a maximum amount of DM 110,000 for preparations from vegetables, herbs, fruit and other plants or parts of plants, inter alia canned peas and beans (commodity numbers ex 2002 61, ex 2002 66 and 2002 67)—up to DM 25,000 for each type of product;

apples otherwise prepared also with addition of sugar or alcohol (commodity numbers ex 2006 39, ex 2006 59 and ex 2006 98) up to DM 50,000;

preserved cucumbers (commodity number ex 2001 10) up to DM 25,000; and

a quantity amount of 50 tons of lamb (only slaughtered, fresh, cooled or frozen, quality normal to common trade practice up to a maximum weight of 22 kilogrammes per lamb). The foreign seller has to certify that single lambs are not heavier than 22 kilogrammes. (The largest and traditional German importer of lamb has been informed of this opportunity by the British Embassy, Bonn.) **EDB ext. 466/467/482**

GOODS TRAFFIC WITH WEST BERLIN: The Federal German authorities have announced that, wherever possible, goods in transit between the Federal Republic and West Berlin (in either direction) should be transported in sealed vehicles or vessels.
EDB ext. 466/467/482

Irish Republic

TARIFF REDUCTIONS: Tariff reductions have been made under the Anglo-Irish Free Trade Area Agreement and took effect on July 1. The main changes introduced in the tariff are as follows:

The annual reductions have been made on the protective duties

against goods of United Kingdom origin, in accordance with the provisions of the Free Trade Area Agreement.

A reduction has been made on the protective differential favouring Irish wine by lowering the duty on imports of United Kingdom origin at tariff headings 22.05(A) (1) (a), 22.05(A) (1) (b), 22.05(A) (2) (a), 22.05(A) (2) (b), 22.05(A) (3) (a), and 22.05(A) (3) (b).

The protective element has been eliminated in one step in the duties on spirits of United Kingdom origin at tariff headings 22.07(C) (2) (a), 22.08(A), 22.09 (A) (1), 22.09(A) (2), 22.09 (B) (1), 22.09(B) (2), 33.06(A) (1) (a), and 33.06(A) (1) (b).

As a result of the elimination of the protective element, the Special Provision relating to whiskey of Northern Ireland origin no longer applies. **EDB ext. 466/467/482**

France

CUSTOMS DUTY ON LIVE ANIMALS AND CATTLEMEAT: In accordance with an EEC Regulation of June 30, the French *Journal Officiel* of July 2 announced that the following customs duty rates will apply from July 3 to certain items of the live animals and cattlemeat tariff sections as set out below:

Tariff no.	Description	Rate of duty
01.02	Live animals of the bovine species:	
A	Domestic:	
II	Other than pure-bred for breeding purposes:	
a	calves	8% (1)(3)
b	not specified:	
1	cows destined for immediate slaughter and the meat intended for processing	6.5% (3)
2	other:	
aa	not yet having second teeth and weighing 350 kg but not more than 450 kg for male animals; 320 kg but not more than 420 kg for female animals	8% (3)
bb	not specified	8% (2)(3)
02.01	Meat and edible offals of the animals falling within heading nos. 01.01 to 01.04 inclusive, fresh, chilled or frozen:	
A	Meat:	
II	Of bovines:	
a	domestic (all sub-headings)	10% (3)

(1) Duty is suspended for calves weighing 80 kg or less intended for fattening under conditions and rules laid down by the competent authorities.
(2) Duty is suspended for young male bulls weighing 220 kg but not more than 300 kg, intended for fattening under conditions and rules laid down by the competent authorities.
(3) In the event of transport delays, provisions for which are covered by Community regulations, the duty rate will apply from:
July 11, for bovines and meat imported from European countries.
August 3, for bovines and meat imported from other countries.

Agricultural levies remain suspended for the whole of the above items. This notice cancels a previous notice which appeared in *Trade and Industry* of June 15, page 504. Copies of the French text can be sent on request or seen at Export House.
EDB ext. 423/408/288

DUTY FREE QUOTAS FOR IRON, ETC.: The French *Journal Officiel* of June 30 announced the following duty-free quota amounts for the second half of 1972:

Tariff no.	Description	Amount metric tons net
ex 73.15 AVb 1	Hot-rolled or extruded wire rod having a diameter of 4.5 to 6 mm. and a carbon content of 0.62 to 0.74 per cent	4,000
	Wire rod of a diameter of 4.5 to 13 mm. and containing 0.60 to 1.05 per cent of carbon, 0.05 per cent or less of sulphur and phosphorus (taken together), 0.10 to 0.25 per cent of silicon and 0.1 per cent or less of all other components (taken together) except manganese and chrome	1,200
73.16 All b	Used rails for re-rolling	44,000

Admissions under the above quotas are subject to the general conditions for importation of duty-free or duty-reduced quotas stipulated in an Order dated December 17, 1969. By way of exception, five copies of the applications for a licence are needed, of which four will be passed on to the Direction générale des douanes et droits indirects by the Ministère du developpement industriel et scientifique. The products imported under these quotas must be used for the purposes stated within one year of the date of registration of the customs declaration. The importation of used rails is subject to the fulfilment by the actual consignee, assignee and user of the formalities laid down in Article 4 of the Order of June 28, 1963, stating the conditions of admission of certain goods under a more favourable tariff treatment in view of their intended use.

Copies of the French texts can be sent on request or seen at Export House. **EDB ext. 423/408/288**

Portugal

DRAWBACK OF DUTY ON SALTED GUTS: Portuguese *Diario do Governo*, First Series, No. 154, of July 4, published Order 368/72 which extended, until September 4, 1973, the period of effect of Order 22866 of September 4, 1967. This authorised the import under drawback of salted raw or scraped guts, and tubular cotton net fabric for the preparation of dried guts covered with cotton net fabric, for export. (Details were published in the *Board of Trade Journal* of October 6, 1967.) **EDB ext. 460/461**

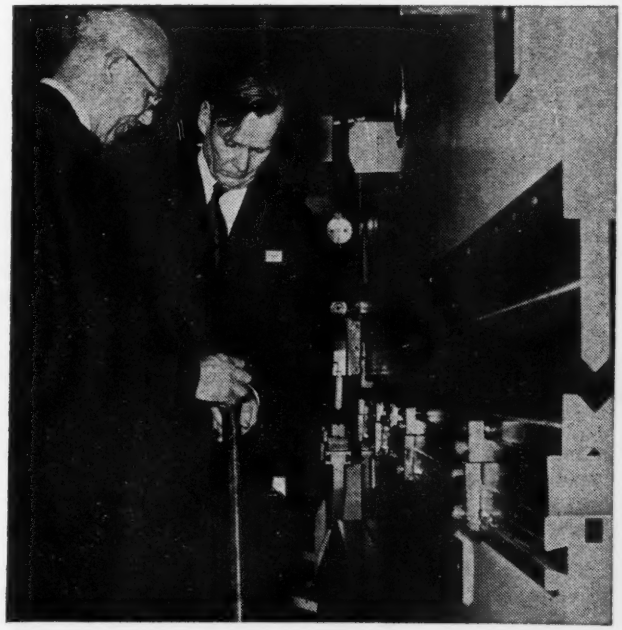
Switzerland

IMPORTED PRE-PACKED GOODS: The Swiss decree on compulsory details in trade and commerce in measurable goods becomes operative on September 1, 1972 and will apply to imported pre-packed goods. The decree relates to pre-packed goods sold by volume, weight, length or area.

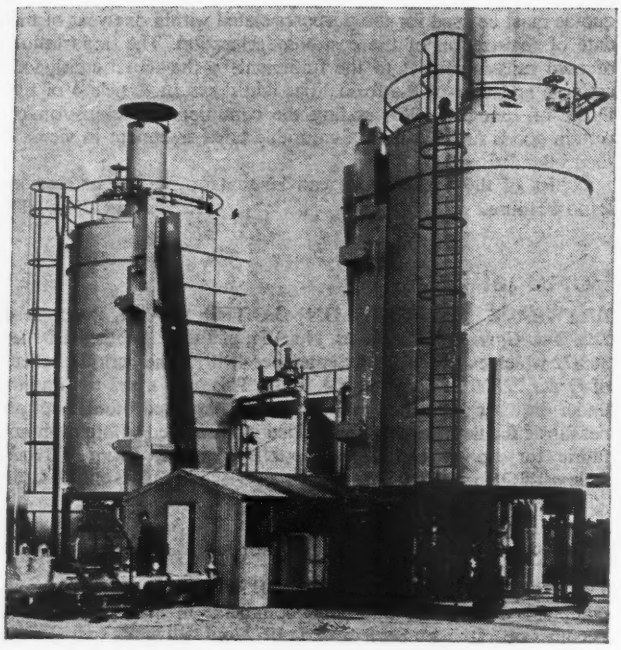
The decree defines such terms as 'pre-packed goods', 'retail and bulk packages', 'weight', 'content', and 'basic price'. It lays down conditions for the sale of pre-packed and measurable goods and contains specific regulations on permitted tolerance and marking and labelling requirements.

Details of quantity must be expressed in the metric system and shown on all packets and containers including those containing pharmaceutical products. Aerosols must show both the net and tare weight. The dealer who supplies the goods to the consumer must ensure that price details are shown either on the packet or on a label attached thereto.

An unofficial translation of this decree is available to British Exporters. **EDB ext. 460/461**



One of the latest Hydrobend press brakes produced for export by F. J. Edwards Ltd., is demonstrated by Mr. G. M. Hayward, managing director, to Mr. N. Thorarinsson, Edwards' agent in Iceland. Thirty-five agents from as far as Canada and Uruguay attended a technical sales seminar at the company's showrooms in Islington. The firm exports 35 per cent of its sheet metalworking and metalforming machines to 80 countries.



Two high pressure coil boilers, manufactured by M.E. Boilers Ltd., Peterborough, are seen at Schoonebeek oil fields, Holland. The boilers which form part of a £109,000 export order, are fired on natural gas. (Photograph by courtesy of Nederlandse Aardolie Maatschappij NV Assen.)

Yugoslavia

REDUCTION OF IMPORT DUTY FOR PRIMARY PRODUCTS AND MANUFACTURING COMPONENTS: It has been announced in the Yugoslav *Official Gazette* No. 29 of June 8 that with effect from June 9 the rates of import duty have been reduced on certain primary products and manufacturing components. Tariff numbers affected and new rates of duty are:

25.03/2b	Free	29.28	Free	48.16/2	12%
27.10/3a	Free	29.30	Free	49.01/3	28%
27.10/7	Free	29.31/8	Free	49.09	28%
28.15/1	Free	29.35/12	Free	49.11/4	25%
28.17/1b	Free	31.03/2a	Free	51.01/1c	4%
28.25	Free	31.04/2	Free	70.13/1b	22%
28.44/3	Free	32.05/3	Free	70.13/2	22%
29.02/1	Free	32.05/4	Free	70.19/3	15%
29.03/1	Free	33.01/1	Free	71.15/2	25%
29.04/2d1	Free	33.01/2	Free	84.11/2	12%
29.14/3g	Free	33.01/3	Free	85.20/2	12%
29.14/3d	Free	39.01/3	Free	85.20/4	12%
29.14/4b	Free	39.01/4	Free	85.20/6	12%
29.15/1g	Free	39.01/8	Free	95.08	20%
29.23/5	Free	88.03/2b	Free	97.02/3	4%
29.27/1	Free	92.12/2	Free	98.14	20%

No further details are available. **EDB ext. 420/475**

IMPORT DEPOSITS ON RAW MATERIALS, PRIMARY PRODUCTS, SEMI-MANUFACTURES AND CONSUMER GOODS: Further to the notice in *Trade and Industry* of June 8 (page 439), the National Bank of Yugoslavia has introduced a new regulation, effective from May 12, requiring the payment of dinar deposits on imports on credit of raw materials, primary products, semi-manufactures and personal consumption goods ('consumer goods') with the National Bank until the obligation towards the foreign country is settled.

The rate of deposit is 100 per cent of the import value, 66 per cent to be paid before submitting the report on import transactions concluded, the remaining 34 per cent to be paid 30 days before the credit repayment is due.

A 100 per cent deposit is payable 30 days before the credit repayment is due under the following circumstances:

(i) Imports of equipment, parts and other primary products and semi-manufactures to be incorporated into ships and products intended for exports on credit and for cash and paid for from the Special Commodity Quota (RK)*. Enterprises importing these items must make the deposit before submitting the report on import transactions concluded.

(ii) Imports of raw materials, primary products and semi-manufactures paid for from the Special Commodity Quota.

*The RK Quota comprises certain foodstuffs and raw materials which are subject to a commodity quota. The allocation of the quotas among importers is decided by negotiation, with the Federal Secretariat for Foreign Trade being empowered to decide on distribution if negotiation fails. **CRE 2338/2339**

REDUCTION OF IMPORT DUTY ON PRODUCTS FOR PASSENGER CARS IN 1972: It has been announced in the Yugoslav *Official Gazette* No. 29 of June 8 that with effect from June 9 the import duty on certain products imported for the requirement of producers of passenger cars in 1972 is reduced, provided that they are imported on the basis of a contract on long-term production co-operation with foreign firms. The products affected are:

84.06	Internal combustion piston motors	15%
87.02/1a	Passenger cars ex Unassembled passenger cars	25%
	Passenger cars in special unassembled state	
	Sheet metal shell without self contained parts (unpainted, painted, varnished or not)	15%
87.04/1	Passenger car chassis fitted with engines	25%
87.05/2	Passenger car bodies ex Bodies (sheet metal shells) for passenger cars without self-contained parts, unpainted, painted, varnished or not	15%
87.06	Parts and accessories for motor vehicles referred to in Tariff numbers 87.01, 87.02 and 87.03, parts and accessories for passenger cars referred to in Tariff number 87.02/1a	25%

If these items are not imported under a long-term production co-operation agreement, the rate will be 25 per cent.

No further information is available. **EDB ext. 420/475**

IMPORT DUTIES REDUCED: It has been announced in the Yugoslav *Official Gazette* No. 29 of June 8 that with effect from June 9 the import duties are reduced on goods with the following tariff numbers:

84.01—84.65	86.01—86.10	88.01—88.05	90.01—90.29	92.01—92.13
85.01—85.28	87.01—87.14	89.01—89.05	91.01—91.11	

Full details are being published by Export Intelligence Service. **EDB ext. 420/475**

Greece

PRICE CONTROL: It has been announced in the Greek *Official Gazette* that the existing regulations on price control (see *Trade and Industry*, February 17, page 299) have been extended until December 31, 1972. **EDB ext. 420/475**

BAN AND SUSPENSION ON IMPORT OF CERTAIN INSECTICIDES: The Greek *Government Gazette* of May 19 announced that BHC, Toxaphere, and Strobane have been added to the list of insecticides whose import have been banned (see *Trade and Industry*, July 6). The import on Lindane, Endosulfan and Methoxychlor has been suspended. **EDB ext. 420/475**

Malta

CUSTOMS TARIFF AMENDMENTS: The Malta *Government Gazette* of July 7 published an Act further to amend the Import Duties Act 1964. In general this means an increase in import duty on spirits, liqueurs and spirituous beverages, cigarettes, certain items of jewellery and precious metals, crown corks, and certain motor vehicles, and the imposition of duty on yachts and pleasure craft. The Act may be cited as the Import Duties (Amendment) Act 1972 and came into force on April 29. **EDB ext. 471/472/473/462**

Israel

TARIFF AMENDMENTS: The Israeli authorities have issued the following amendments to the customs tariff:

Item no.	Description	Rate of duty
04.04	In this item, the following shall be inserted after section 2000:	
4000	Cheese made of sheep or goat milk, if released before 1.1.73	IL.2.00 per kg inc. inner container
	Item 22.03 is superseded by:	
22.03	Beer	35% *ad val*
	Item 25.22 is superseded by:	
25.22	Quicklime, slaked lime and hydraulic lime other than calcium oxide and hydroxide	
1000	If released before 1.1.73	Exempt
9900	Other	20% *ad val*
42.02	In this item, subsection 9910 is superseded by:	
9910	Of leather or composition leather	IL.20.00 per kg + 10% *ad val*
44.23	In this item, section 1000 is superseded by:	
1000	Prefabricated structures in walls or sections of the main structure, provided they are released with the approval of the Director General of the Ministry of Housing before 1.1.73	5% *ad val*
60.04	In this item, the following shall be inserted after section 3000:	
4000	Blouses	IL.5.60 each + 25% *ad val*
	Item 68.09 is superseded by:	
68.09	Panels, boards, tiles, blocks and similar articles, of vegetable fibre, of wood fibre, of straw, of wood shavings or of wood waste (including sawdust), agglomerated with cement, plaster or other mineral binding substances	
1000	Of a width exceeding 5 cm if released before 1.1.73	10% *ad val*
9900	Other	40% *ad val*
68.10	In this item, section 9900 is superseded by:	
9900	Other	
9910	If released before 1.1.73	10% *ad val*
9990	Other	25% *ad val*
68.11	In this item, section 1000 is superseded by:	
1000	Floor tiles	
1010	If released before 1.1.73	20% but not less than IL.1.00 per sq. metre
1090	Other	27.5% but not less than IL.1.00 per sq. metre
69.10	In this item, section 1000 is superseded by:	
1000	Basins with parallel walls and a flat bottom	
1010	If released before 1.1.73	35% but not less than IL.0.30 per kg
1090	Other	40% but not less than IL.0.40 per kg
	Section 9900 is superseded by:	
9900	Other	
9910	If released before 1.1.73	35% but not less than IL.0.60 per kg
9990	Other	40% but not less than IL.0.75 per kg
84.22	In this item, subsections 5093 and 5094 are superseded by:	
5093	Tower cranes released before 1.4.73	10% *ad val*
5094	Other tower cranes	40% but not more than IL.25,000 each
84.59	In this item, section 1550 is superseded by:	
1550	Gravel spreaders, road making machines, concrete and mortar sprayers or spreaders, concrete injectors, concrete vibrators and other machines of the kind used for earth, stone, road making or building work:	
1551	Concrete and mortar sprayers or spreaders released before 1.1.73	Exempt
1559	Other	20% *ad va*

EDB ext. 420/475

PURCHASE TAX: The Israeli authorities have issued an amendment to their Purchase Tax Order, affecting beer. Previously, the order excluded beer from the heading of 'malt drinks', and the item is now amended as follows:

Description	Rate of tax
Malted liquors: Beer	
Beer	
In barrels	IL.0.12 per litre
Other	50%
Other	
In 48 cubic litre containers	5%
Other	10%

EDB ext. 420/475

Iraq

IMPORT LICENCES: The Iraq Executive Council for Trade announced on July 7 a ruling on import licences relating to the national austerity measures announced last month. It has been decided that all import licences issued before June 6 are to be considered valid so long as a letter of credit has been established or sight draft effected before that date. If not, such import licences require to be submitted to the Directorate General of Imports for re-approval. Import licences issued on or after June 6 are still valid. British firms about to ship goods against import licences issued before June 6 are therefore advised to check when the letter of credit was established or sight draft effected and, if necessary, get in touch with the Iraqi importer concerned to ensure that the licence will be re-approved. No further information is available.

EDB ext. 420/475

Iran

IMPORT OF WIRE STAPLES: The Iranian Ministry of Economy has issued a reminder that wire staples with a diameter of 6, 8 and 10 millimetres are subject to customs tariff item 702b and as such require the prior approval of the Ministry before importation. The Central Bank of Iran has been asked by the Ministry of Economy to check that when import orders are registered, the customs tariff number indicated corresponds with the description of the goods.

EDB ext. 420/475

Morocco

IMPORT REGULATIONS: The Moroccan Office des Changes has issued three circulars amending the Global Import Programme for 1972:

Circular No. 1.241 of May 10 announced that the following items had been transferred from List A (imports not requiring a licence) to List B (subject to licence control). This legislation took effect on April 19.

(*continued on next page*)

JANCO جانكو

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MOROCCO
continued

Tariff heading	Description
ex 87.01.11 to ex 87.01.49 ex 87.02.01 to ex 87.02.15 ex 87.02.21 ex 87.02.25	Nuts and bolts for the assembly of tractors and vehicles in CKD form

Circular No. 1.243 of June 15 announced that items falling within the tariff heading 12.03.62 (tomato seeds) had been transferred from List A to List B. This legislation took effect on June 9.

Circular No. 1.244 of June 17 announced that items falling within tariff heading 03.01.39 (fresh tunny fish) had been transferred from List C (prohibited imports) to List B. This came into effect on June 13. **EDB ext. 420/475**

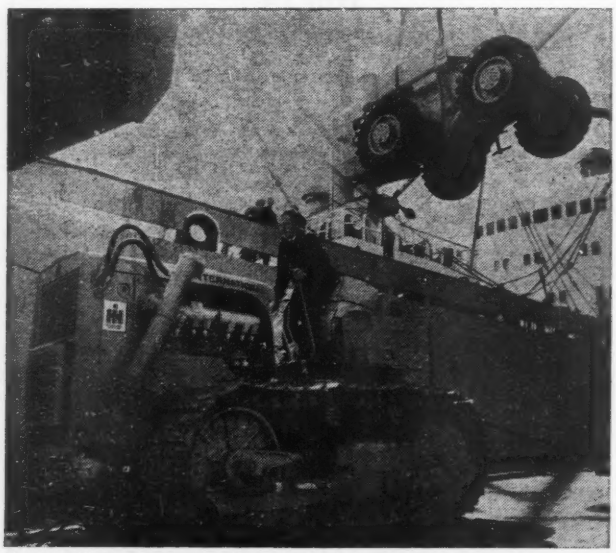
Ghana

PATENT PROTECTION FOR PHARMACEUTICALS ABOLISHED: Under the Patents Registration (Amendment) Decree 1972 which was published on July 4 and came into immediate effect, patent protection for pharmaceuticals is abolished in Ghana. No patent applications for pharmaceuticals will be accepted in future and existing patent registrations are to be cancelled. It is also laid down that no further action is to be taken on actions pending immediately before the commencement of the decree in respect of matters arising under the patents Registration Ordinance (cap. 179) concerning pharmaceuticals. A copy of the drecree is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London W.C.2.

RIGHT HAND DRIVING: Press release 374/72 dated July 12 announced the Ghana Government's intention that Ghana should change to driving on the right hand side of the road with effect from the middle of 1974. According to the press release a committee appointed in December 1971 is examining the major areas in which adequate preparations will be required and is drawing up a comprehensive programme for a smooth and successful change.
EDB ext. 471/472/473

East Africa

AIR FREIGHT—REMISSION OF DUTY: In a notice published in *Trade and Industry*, June 29 (page 594), details were given about a concession which had been allowed, in Kenya only, on air freight for spares. Information has now been received that this concession—which allows a remittance of one-half of the fiscal entry or duty payable on that part of the value of goods represented by air freight charges where such goods are liable at the *ad valorem* rate—applies to all goods imported by air from outside East Africa into Kenya, Uganda and Tanzania. **EDB ext. 471/472/473/462**



Destined for Dahomey, an International Harvester PAY four-wheel-drive loader shovel is swung aboard the vessel 'Lake Bosomtwe', while a 135 h.p. crawler tractor is positioned for the crane. The consignment is part of £90,000 worth of International Harvester equipment included in orders totalling £450,000 obtained from the Government of the Republic of Dahomey by Cie Francaise de l'Afrique Occiedentale, of Liverpool.

Kenya

WEIGHTS AND MEASURES: Legal Notice 135 published in the *Kenya Gazette*, exempts 'milk powder including milk food and milk substitutes for feeding infants' listed in the sixth schedule of the Weights and Measures (Sale and Labelling of Goods) Rules, 1971 (see *Trade and Industry*, October 7, 1971, page 43) from the provisions of rules 5 and 7(1) (a) of the rules for the period from October 29, 1971 to October 31, 1972. **EDB ext. 471/472/473/462**

Malaysia

CUSTOMS DUTIES: The Malaysian *Government Gazette* has published the following five amendments to the Customs Duties Order 1968:

Customs Duties (Amendment) (No. 5) Order 1972 amends the import duties by deleting the following tariff heading numbers and their descriptions:

28.04 100 40.06 000 69.08 100 73.32 210 85.01 510 85.01 520 85.01 530 85.01 540 85.01 920 96.02 200

and inserting the following:

Heading no.	Description	Unit of quantity	Federation common tariff
28.04	Hydrogen, rare gases and other non-metals:		
100*	Oxygen	Value	
40.06	Unvulcanised natural or synthetic rubber, including rubber latex, in other forms or states (for example, rods, tubes and profile shapes, solutions and dispersions); articles of unvulcanised natural or synthetic rubber (for example, coated or impregnated textile thread; rings and discs):		
100	In the form of solutions or dispersions	Cwt	25% or $4 per gln whichever is the higher
900	Other	Cwt	25%
69.08	Glazed setts, flags and pavings, hearth and wall tiles:		
100	Floor, hearth and wall tiles	Ton	25% or 15 cts per lb whichever is the higher
73.32	Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of iron or steel; rivets, cotters, cotter-pins, washers and spring washers, of iron or steel:		
210	Screws, tapered and pointed, of a length not exceeding 3 inches	Gross	25%
85.01	Electrical goods of the following descriptions: generators, motors, converters (rotary or static), transformers, rectifiers and rectifying apparatus, inductors:		
	Motors:		
510	under ¼ horsepower	No.	Nil
520	¼ horsepower or over but not more than 2 horsepower	No.	30%
530	over 2 horsepower but not more than 20 horsepower	No.	30%
540	over 20 horsepower but not more than 100 horsepower	No.	Nil
	Parts:		
	for motors:		
920	more than 2 horsepower	Value	20%
96.02	Other brooms and brushes (including brushes of a kind used as parts of machines); paint rollers; squeegees (other than roller squeegees) and mops:		
200	Brushes for toilet use	Doz	10%
400	Lavatory brushes	Doz	$3

*28.04 100 The duty for Sabah is 40% Full and Preferential and Nil for West Malaysia and Sarawak.

Customs Duties (Amendment) (No. 7) Order 1972 amends the import duties by deleting the following tariff heading numbers and their descriptions:

55.09 110 55.09 310 55.09 320 62.04 100

and inserting the following:

Heading no.	Description	Unit of quantity	Federation common tariff
55.09	Other woven fabrics of cotton:		
	Unbleached		
110	cotton duck	Sq yd	35% or 25 cts whichever is the higher
	Other:		
	cotton duck:		
310	bleached	Sq yd	35% or 25 cts whichever is the higher
320	dyed	Sq yd	35% or 25 cts whichever is the higher
62.04	Tarpaulins, sails, awnings, sunblinds, tents and camping goods:		
100	Tarpaulins	No.	35% or 25 cts per sq yd whichever is the higher
62.05	Other made up textile articles (including dress patterns):		
300	Canvas web/webbing straps	Value	35% or 25 cts per sq yd whichever is the higher

Customs Duties (Amendment) (No. 8) Order 1972 amends the import duties by inserting the following:

Heading no.	Description	Unit of quantity	Federation common tariff
04.07	Edible products of animal origin, not elsewhere specified or included:		
100	Turtles eggs	100	Nil
200	Birds nests	Lb	60 cts
900	Other	Lb	Nil
05.15	Animal products not elsewhere specified or included: dead animals of Chapter 1 or Chapter 3, unfit for human consumption:		
100	Products of fish, crustaceans and molluscs	Ton	Nil
900	Other	Ton	Nil

Customs Duties (Amendment) (No. 9) Order 1972 amends the import duty by inserting the following new customs duty against 68.06 000:

68.06 000	Natural or artificial abrasive powder or grain, on a base of woven fabric, of paper, of paperboard or of other materials, whether or not cut to shape or sewn or otherwise made up	20% or 20 cts per sq yd whichever is the higher

Customs Duties (Penang) (Amendments 3 & 4) state that the following tariff headings now extend to Penang:

04.03 990	40.06 100	62.04 100	62.05 300	73.32 210	85.01 520	85.01 530
85.01 920	96.02 400	96.02 900				

EDB ext. 469/468/401

IMPORT CONTROL: The Malaysian *Government Gazette* has published Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendments 3 & 4) Order 1972. The first schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order 1969 is amended by the addition of the following:

Heading no.	Description of goods	Country
38.03 000	Activated carbon	All countries
73.13 300	Corrugated sheets and plates of iron or steel, hot-rolled or cold rolled, whether or not plated, coated or clad, of a thickness of 1.5 mm or more but not exceeding 4.5 mm	
450		
460		
490		All countries
73.18 930	Riveted or similarly fastened tubes and pipes made from corrugated sheets, of iron or steel, of a thickness of 1.5 mm or more but not exceeding 4.5 mm	
940		All countries

This means that the above goods require an import licence from all countries into the Federation of Malaysia.

The second schedule is amended by the addition of the following:

Heading no.	Description of goods	Country
48.07	Paper and paperboard, impregnated, coated, surface-coloured, surface-decorated or printed (not being merely ruled, lined or squared and not constituting printed matter within Chapter 49). in rolls or sheets:	
430	Carbon paper	All countries
48.13	Carbon and other copying papers (including duplicator stencils) and transfer papers, cut to size, whether or not put up in boxes:	
100	Carbon paper	All countries
98.08	Typewriter and similar ribbons, whether or not on spools: ink-pads, with or without boxes:	
100	Typewriter ribbons	All countries

This means that the above goods require an import licence from all countries into West Malaysia. **EDB ext. 469/468/401**

New Zealand

EMERGENCY PROTECTION AUTHORITY—ANIMAL MARKING PLIERS ETC: The New Zealand Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of animal marking pliers and pliers for use in attaching clips, tags, rings and the like to animals.

Details of the tariff item, under which the goods are dutiable, are given below.

Tariff item	Unit	British preferential	Most favoured nation	General
82.03.004	doz.	Free	..	Free

The Emergency Protection Authority is required to report to the Minister by August 17. In the short time available for investigation United Kingdom interests wishing to make their views known to the Authority will no doubt get in touch with their agents or the Director of the British Trade Association of New Zealand Inc. (for details see page 176). Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Division. **CRE ext. 2321**

CUSTOMS TARIFF INQUIRIES—IMPORT LICENSING—CHEMICALS, PLASTICS, FOODSTUFFS: The New Zealand Minister of Customs has referred to the Tariff and Development Board for inquiry and report the question of the nature and extent of the protection, if any, which it considers appropriate for New Zealand industry in respect of the importation of the goods listed in the attached schedules. This reference has arisen following representations made after the announcement of proposed exemptions from import licensing (see *Trade and Industry* of November 4, 1971, pages 284-5).

Goods	Date of public hearing	Closing date for receipt of representations	Tariff provisions item under reference
Chlorine, chlorites and hypochlorites; hydrochloric acid; sulphuric acid, oleum; nitric acid; sulphonitric acids	Oct. 3, 1972	Sept. 12, 1972	Schedule A
Extracts of hops; hop oil	Oct. 10, 1972	Sept. 19, 1972	Schedule B
Milk and cream	Oct. 12, 1972	Sept. 21, 1972	Schedule C
Vinegar and substitutes for vinegar	Oct. 17, 1972	Sept. 25, 1972	Schedule D
Natural yeasts	Oct. 19, 1972	Sept. 28, 1972	Schedule E
Waste and scrap of plastic	Nov. 7, 1972	Oct. 17, 1972	Schedule F
Monofil, rods and sticks of plastic	Nov. 9, 1972	Oct. 19, 1972	Schedule G
Fats, lard, etc. of tariff headings 15.02 and 15.03	Nov. 14, 1972	Oct. 24, 1972	Schedule H

The public inquiries will take place in Wellington on the dates shown above at 10.30 a.m. Typewritten statements (14 copies) should be lodged with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 27046 Wellington, New Zealand, not later than the dates shown above. 'Notes for the Guidance of

(*continued on next page*)

NEW ZEALAND

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NEW ZEALAND
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Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at Export House (ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, (telegraphic address 'Transtrade', tel. Wellington 43-706) and requiring further information should approach the Commercial Relations and Exports Division. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member: details may be obtained from the BTANZ.

Schedules

No.	Description	Rates of duty BP	MFN	GEN
	SCHEDULE A			
	To facilitate proceedings the Board will hear evidence on these goods in two stages. Stage 1 will be confined to evidence relating to chlorine of TI 28.01.100 and chlorite and hypochlorites of TI 28.31.000 and Stage 2, which will immediately follow Stage 1, will include the evidence on the acids of TIs 28.06.001, 28.08.000 and 28.09.000.			
28.01	Halogens (fluorine, chlorine, bromine and iodine):			
28.01.100	Chlorine	Free	..	Free
28.06	Hydrochloric acid and chlorosulphuric acid:			
28.06.001	Hydrochloric acid	10%	..	10%
28.08.000	Sulphuric acid, oleum	Free	..	Free
28.09.000	Nitric acid; sulphonitric acids	Free	..	Free
28.31.000	Chlorites and hypochlorites	Free	..	Free
	SCHEDULE B			
13.03	Vegetable saps and extracts; pectic substances, pectinates and pectates; agar-agar and other mucilages and thickeners, derived from vegetable products:			
	Other vegetable saps and extracts:			
ex 13.03.021	Non-spirituous viz: extracts of hops	Free	Free	Free
	Spirituous:			
	Other:			
	Containing 40% or less of proof spirit:			
13.03.023	Extracts of hops	25%	45%	50%
ex 13.03.025	Containing more than 40% of proof spirit but not exceeding the strength of proof viz: extracts of hops per gal	$18.00	..	$18.30 DC $18.00
ex 13.03.029	Exceeding the strength of proof viz: extracts of hops proof per gal	$18.00	..	$18.30 DC $18.00
33.01	Essential oils (terpeneless or not); concretes and absolutes; resinoids:			
ex 33.01.009	Other viz: hop oil	Free	Free	Free
	SCHEDULE C			
04.02	Milk and cream, preserved, concentrated or sweetened:			
04.02.100	In liquid or semi-solid form	22½%	..	50%
	SCHEDULE D			
22.10.000	Vinegar and substitutes for vinegar	Free	..	10%
	SCHEDULE E			
21.06	Natural yeasts (active or inactive); prepared baking powders:			
21.06.001	Natural yeasts	12½%	..	40%
	SCHEDULE F			
39.01	Condensation, polycondensation and polyaddition products, whether or not modified or polymerised, and whether or not linear (for example, phenoplasts, alkyds, polyallyl esters and other unsaturated polyesters, silicones):			
39.01.199	Waste and scrap	Free	..	Free
39.02	Polymerisation and copolymerisation products (for example, polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumaroneindene resins):			

No.	Description	Rates of duty BP	MFN	GEN
39.02.199	Waste and scrap	Free	..	Free
39.03	Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivative of cellulose, plasticised or not (for example, collodions, celluloid); vulcanised fibre:			
39.03.299	Waste and scrap	Free	..	Free
39.04	Hardened proteins (for example, hardened casein and hardened gelatin):			
39.04.099	Waste and scrap	Free	..	Free
39.05	Natural resins modified by fusion (run gums); artificial resins obtained by esterification of natural resins or of resinic acids (ester gums); chemical derivatives of natural rubber (for example, chlorinated rubber, rubber hydrochloride, oxidised rubber, cyclised rubber):			
39.05.199	Waste and scrap	Free	..	Free
39.06	Other high polymers, artificial resins and artificial plastic materials, including alginic acid, its salts and esters; linoxyn:			
39.06.199	Waste and scrap	Free	..	Free
	SCHEDULE G			
39.01	Condensation, polycondensation and polyaddition products, whether or not modified or polymerised, and whether or not linear (for example, phenoplasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyesters, silicones):			
	Monofil, rods and sticks, profile shapes, seamless tubes:			
	Of glass fibre, agglomerated with plastic material and suited for use in making fishing rods:			
39.01.031	As may be determined by the Minister	25%*	..	25%*
	Aul	10%*		
39.01.039	Other	Free	..	Free
	Other kinds			
	Monofil, rods and sticks:			
39.01.041	As may be determined by the Minister	25%*	..	25%*
39.01.049	Other	Free	..	Free
39.02	Polymerisation and copolymerisation products (for example, polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumaroneindene resins):			
	Monofil, rods and sticks:			
39.02.041	As may be determined by the Minister	25%*	..	25%*
39.02.049	Other	Free	Free	Free
39.03	Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose, plasticised or not (for example, collodions, celluloid); vulcanised fibre:			
	Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose, whether plasticised or not (for example, collodions, celluloid):			
	Monofil, rods and sticks:			
39.03.121	As may be determined by the Minister	25%*	..	25%*
39.03.129	Other	Free	Free	Free
39.04	Hardened proteins (for example, hardened casein and hardened gelatin):			
	Rods and sticks:			
39.04.011	As may be determined by the Minister	25%*	..	25%*
39.04.019	Other	Free	..	Free
39.06	Other high polymers, artificial resins and artificial plastic materials, including alginic acid, its salts and esters; linoxyn:			
	Other high polymers, artificial resins and artificial plastic materials:			
	Monofil, rods and sticks:			
39.06.031	As may be determined by the Minister	25%*	..	25%*
	Aul	10%*		
39.06.039	Other	Free	..	Free
39.07	Articles of materials of the kinds described in headings Nos. 39.01 to 39.06:			
ex 39.07.100	Tubes, rods, sticks, profile shapes and articles of rectangular shape worked beyond the stage of being merely surface-worked, viz: rods and sticks	32½%	50%	60%

* Or such lower rate of duty as the Minister may in any case direct.

No.	Description	Rates of duty BP	MFN	GEN
	SCHEDULE H			
15.02	Fats of bovine cattle, sheep or goats, unrendered; rendered or solvent-extracted fats (including 'premier jus') obtained from those unrendered fats:			
	Fats, solvent-extracted:			
15.02.001	Unrefined	Free	..	Free
	Refined:			
15.02.002	As may be approved by the Minister and under such conditions as he may prescribe per cwt.	Free	23c	46c
15.02.009	Other	27½%	45%	55%
15.02.019	Other kinds	Free	..	Free
15.03	Lard stearin, oleostearin and tallow stearin; lard oil, oleo-oil and tallow oil, not emulsified or mixed or prepared in any way:			
15.03.001	As may be approved by the Minister and under such conditions as he may prescribe per cwt.	Free	23c	46c
15.03.009	Other	27½%	45%	55%

Ref. CRE 1162/72. **CRE ext. 2321**

CUSTOMS TARIFF INQUIRIES: Following the receipt by the New Zealand Minister of Industries and Commerce of a report from the Emergency Protection Authority, the Ministry of Industries and Commerce has referred to the Tariff and Development Board, for inquiry and report, the following two cases:

1. Copper tubing: The New Zealand Government has accepted the recommendations of the Authority that a separate item code be created in the Import Licensing Schedule for seamless tubes and pipes and blanks therefor, of unalloyed copper, of sizes not exceeding 3 inches in external diameter, with an allocation of 'C' and with basic licences 50 per cent of imports under 1971 licences. In accordance with the Tariff and Development Act the Minister of Customs has requested the Board to inquire into and report on the nature and degree of protection, if any, it considers necessary to protect the New Zealand industry producing copper tubing classified in the Customs Tariff as follows:

No.	Description	Rates of Duty BP	MFN	GEN
74.07	Tubes and pipes and blanks therefore, of copper; hollow bars of copper:			
74.07.001	Of unalloyed copper	Free	20%	25%

The public inquiry will take place in Wellington on October 25, 1972, at 10.30 a.m. Typewritten statements (14 copies) should be lodged with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 27046, Wellington, New Zealand, not later than October 4, 1972.

2. Ceramic products including tableware: The New Zealand Government has accepted the recommendation of the Authority that, in respect of tableware classified in tariff headings 69.11 and 69.12, all the prices appearing in the 'minimum price list' in Appendix V to the current Import Licensing Schedule be uplifted by 85 per cent and Note (1) to Appendix V be amended to allow transfers, to the extent of 5 per cent of the amount of licence held under item code 69.135 to item code 69.130, only on application by the importer and to cover only such classes of goods enumerated in the 'approved list' as are not made in New Zealand. The appropriate amendments to the import licensing provisions took effect on June 1, 1972.

In accordance with the provisions of the Tariff and Development Board Act, the Minister of Customs has requested the Board to inquire and report on the nature and degree of protection, if any, it considers necessary to protect the New Zealand industry producing tableware, classified in tariff headings 69.11 and 69.12. The Minister has since extended the reference to include all the goods classified in Tariff headings 69.11, 69.12, 69.13 and 69.14. The tariff provisions relating to these goods are set out in the Schedule to this notice.

(continued on next page)

NEW ZEALAND
continued

The public inquiry will take place in Wellington on October 30, 1972, at 10.30 a.m. Typewritten statements (14 copies) should be lodged with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 27046, Wellington, New Zealand, not later than October 6, 1972.

(For information on 'Notes for the Guidance of Witnesses'; British producers' rights under Article 8 of the UK/New Zealand Trade Agreement, 1959; and the facilities the British Trade Association of New Zealand Inc., see page 176.)

No.	Description		Rates of Duty BP	MFN	GEN
69.11	Tableware and other aticles of a kind commonly used for domestic or toilet purposes, of porcelain or china (including biscuit porcelain and parian):				
69.11.001	Cooking utensils	per 100 lb.	$7.50	$7.50	$7.50
		per 100 lb. Aul	$3.75	plus 40%	plus 55%
69.11.002	Breakfast, dinner, tea and coffee sets; cups, saucers, plates and dishes				
		per 100 lb.	$7.50	$7.50	$7.50
		per 100 lb. Aul	$3.75	plus 40%	plus 55%
69.11.009	Other tableware	per 100 lb.	$7.50	$7.50	$7.50
		per 100 lb. Aul	$3.75	plus 40%	plus 55%
69.11.019	Articles of a kind commonly used for toilet purposes		32½%	50%	60%
69.11.029	Other articles		32½%	50%	60%
		Aul	16½%		
69.12	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of other kinds of pottery:				
69.12.001	Cooking utensils	per 100 lb.	$7.50	$7.50	$7.50
		per 100 lb. Aul	$6.00	plus 40%	plus 55%
69.12.002	Breakfast, dinner, tea and coffee sets; cups, saucers, plates and dishes				
		per 100 lb.	$7.50	$7.50	$7.50
		per 100 lb. Aul	$6.00	plus 40%	plus 55%
69.12.009	Other tableware	per 100 lb.	$7.50	$7.50	$7.50
		per 100 lb. Aul	$6.00	plus 40%	plus 55%
69.12.019	Articles of a kind commonly used for toilet purposes		32½%	50%	60%
69.12.029	Other articles		32½%	50%	60%
		Aul	26%		
69.13	Statuettes and other ornaments, and articles of personal adornment; articles of furniture:				
69.13.001	Artificial flowers, leaves and sprays		32½%	50%	60% DC 32½%
69.13.002	Bedside and table lamps		32½%	50%	60%
69.13.003	Articles of personal adornment		32½%	50%	65% DC 32½%
69.13.009	Other		32½%	50%	60% DC 32½%
69.14	Other articles:				
	Castors and furniture slides:				
69.14.001	As may be determined by the Minister		27½%*	..	52½%*
69.14.002	Other		Free	..	25%
69.14.003	Handles, knobs, finger plates and other fittings for doors		27½%	60%	65%
		Aul	5½%		
69.14.004	Burners, radiants and other parts of lamps, gas fires and stoves		Free	..	25%
69.14.009	Other		32½%	50%	60%

* Or such lower rate of duty as the Minister may in any case direct

Ref. CRE 1163/72 CRE 1164/72. **CRE ext. 2321**

New Zealand/Australia

FREE TRADE AGREEMENT: The Australian acting Minister for Trade and Industry recently announced that the Australian and New Zealand Governments had reached agreement on the undermentioned list of commodities to be added to Schedule A of the New Zealand/Australian Free Trade Agreement with effect from July 1, 1972. The decision to include these commodities finalises the sixth of the regular reviews provided for in the agreement for the purposes of broadening its trade coverage. During the course of this sixth review both Governments considered a common list of products, details of which were given in *Trade and Industry* of January 20, 1972, pages 133-4.

Additions to Schedule A—Effective from July 1, 1972

Australian tariff item no.	Description of goods		New Zealand tariff item no.
11.04	11.04	Flours of Fruits falling within Chapter 8	11.04.1 11.04.9
ex 15.07.3	ex 15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified, viz.: Peanut oil in bulk or in packs exceeding 4.6 litres	15.07.11
18.04	18.04	Cocoa butter (fat or oil)	18.04.00
25.10	25.10	Natural calcium phosphates, natural aluminium calcium phosphates, apatite and phosphatic chalk	25.10.00
27.07.1 27.07.2 27.07.3 27.07.4 ex 27.07.5 27.07.9	27.07	Oils and other products of the distillation of high temperature coal tar; similar products as defined in CN2; not including: Phenol	27.07.01 27.07.02 27.07.03 27.07.09
28.34	28.34	Iodides, oxyiodides, iodiates and periodates	28.34.01 28.34.09
28.44	28.44	Fulminates, cyanates and thiocyanates	28.44.00
28.54	28.54	Hydrogen peroxide (including solid hydrogen peroxide)	28.54.01 28.54.09
ex 28.55	ex 28.55	Phosphides; not including: Phosphides of metallic elements and of ammonia, arsenic, boron, silicon	28.55.09
ex 29.02.1 ex 29.02.2 29.02.9	ex 29.02	Halogenated derivatives of hydrocarbons; not including: non-gaseous, other than chlorinated hydrocarbons; chlorobenzenes	29.02
29.03	29.03	Sulphonated, nitrated or nitrosated derivatives of hydrocarbons	29.03.00
29.19	29.19	Phospheric esters and their salts, including lactophosphates and their halogenated, sulphonated, nitrated or nitrosated derivatives	29.19.00
29.21	29.21	Others esters of mineral acids (excluding halides)and their salts and their halogenated, sulphonated, nitrated or nitrosated derivatives	29.21.00
29.30	29.30	Compounds with other nitrogen-functions	29.30.00
31.03	31.03	Mineral or chemical fertilisers, phosphatic	31.03.10 31.03.21 31.03.29
31.05.9	ex 31.05	Other fertilisers; goods put up in the form of tablets or lozenges or in a similar prepared form or in packs of a gross weight not exceeding 10 kg, being goods that, if they were not so put up, would fall within another item in this Chapter; not including: Goods put up in the form of tablets or lozenges or in a similar prepared form or in packs of a gross weight not exceeding 10 kg.	31.05.01
32.02	32.02	Tannins and Tannic acids, including water extracted gall-nut tannin, and their salts, ethers, esters and other derivatives	32.02.00
ex 32.09.1	ex 32.09	Varnishes and lacquers; distempers; prepared water pigments of the type used for finishing leather; paints and enamels; pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media; stamping foils; dyes or other colouring matter in forms or packs of a kind sold by retail; viz.: Stamping foils	32.09.17
ex 36.05	ex 36.05	Pyrotechnic articles (including fireworks, railway fog signals, amorces, rain rockets); viz.: Very cartridges	36.05.02
41.09	41.09	Parings and other waste, of leather, of composition leather or of parchment-dressed leather, not suitable for the manufacture of leather goods; leather dust, powder and flour	41.09.00
ex 42.03.2 ex 42.03.3	ex 42.03	Articles of apparel and clothing accessories, of leather or of composition leather; viz.: Gloves, mittens or mitts, padded, suited only for sporting purposes Coats, waistcoats and the like of sueded lambskin or sheepskin leather	42.03.03 ex 42.03.05 ex 42.03.16

Australian tariff item no.	Description of goods		New Zealand tariff item no.
ex 44.15.9	ex 44.15	Plywood, blockboard, laminboard, battenboard and similar laminated wood products (including veneered panels and sheets); inlaid wood and wood marquetry; viz.: Flooring of laminated wood, the wearing layer of which is not oak or beech, tongued or grooved or tongued and grooved	ex 44.15.09
ex 44.23.1	ex 44.23	Builders' carpentry and joinery (including prefabricated and sectional buildings and assembled parquet flooring panels); viz.: Structural building units composed of laminated wood	ex 44.23.09
ex 44.28.9	ex 44.28	Other goods made of wood; viz.: Scaffold planks of laminated wood	ex 44.28.19
51.04.2	ex 51.04	Woven fabrics of continuous man-made fibres including woven fabrics of monofil or strip falling within 51.01 or 51.02; viz.: Viscose tyre cord fabric	ex 51.04.87 ex 51.04.94
ex 65.07.9	ex 65.07	Headbands, linings, covers, hat foundations, hat frames (including spring frames for opera hats), peaks and chin-straps for headgear; viz.: Headbands, peaks and chin-straps	65.07.01
ex 68.06	ex 68.06	Natural or artificial abrasive powder or grain, on a base of woven fabric, of paper, of paperboard or of other materials, whether or not cut to shape or sewn or otherwise made up; viz.: Nail files of abrasive coated paper Dental strips and bands	68.06.01 ex 68.06.08
ex 68.13.1	ex 68.13	Fabricated asbestos and goods made thereof, whether reinforced or not, other than goods falling within 68.14; mixtures with a basis of asbestos and magnesium carbonate, and goods made of such mixtures; viz.: Millboards	68.13.01
ex 70.13.92 ex 70.13.93 ex 70.13.99	ex 70.13	Glassware not falling within 70.19 of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration, or for similar uses; viz.: Infants' feeding bottles	70.13.11
ex 71.16	ex 71.16	Imitation jewellery: viz.: Goods made from natural clays fired after shaping	ex 71.16.09
74.06	74.06	Copper powders and flakes	74.06.00
82.04.421 82.04.422 82.04.429	ex 82.04	Hand tools (including mounted glaziers' diamonds) not falling within any other item in this Chapter; blow lamps, anvils; vices and clamps, other than accessories for, and parts for, machine tools; portable forges; grinding wheels with frameworks (whether hand or pedal operated); viz.: Hammers	82.04.71 82.04.72
82.06	82.06	Knives and cutting blades for machines or for mechanical appliances	82.06.1 82.06.8
ex 84.22.41	ex 84.22	Lifting, handling, loading or unloading machinery, telphers and conveyors, not being machinery falling within 84.23; viz.: Loaders, shovel type, specially designed for use in underground mines	ex 84.22.19
ex 84.34.2	ex 84.34	Machinery, apparatus and accessories for type-founding or type-setting; machinery (other than the machine tools falling within 84.45, 84.46 or 84.47) for preparing or working printing blocks, plates or cylinders; printing type, impressed flongs and matrices, printing blocks, plates and cylinders; blocks, plates, cylinders and lithographic stones, planed, grained, polished or otherwise prepared for printing purposes; viz.: Plates or sheets of aluminium, grained and anodised, but not further worked for use as lithographic printing plates	ex 84.34.09
85.05.1 ex 85.05.2 ex 85.05.9	ex 85.05	Tools for working in the hand with self-contained electric motor; viz.: Drills	85.05.1
ex 97.04.9	ex 97.04	Equipment for parlour, table funfair games for adults or children (including billiards tables, pin tables and table-tennis requisites); viz.: Billiard cues	ex 97.04.02
ex 97.06.9	ex 97.06	Appliances, apparatus, accessories requisites for gymnastics or athletics, or for sports and outdoor games (other than goods falling within 97.04); viz.: Ski poles Hockey balls, softballs and baseballs	ex 97.06.29
ex 98.03.2 ex 98.03.9	ex 98.03	Fountain pens, stylegraph pens and pencils (including ball point pens and pencils) and other pens, pen-holders, pencil-holders and similar holders, propelling pencils and sliding pencils; parts and fittings thereof not falling within 98.04 or 98.05; viz.: Fountain pens	98.03.01

Ref. CRE 35252 **CRE ext. 2319/2321**

Australia

CASH SECURITIES ON CELLULOSE NITRATE: The Department of Trade and Industry has been notified by the British High Commission at Canberra that an investigation is taking place on the question of dumping of cellulose nitrate into Australia (tariff item 39.03.140). Provisional anti-dumping action by means of cash securities has been introduced on imports of this commodity into Australia from July 20, 1972.
Ref. CRE 23536/94. **CRE ext. 2318/2319**

Philippines

IMPORT REGULATIONS: The Central Bank of the Philippines announced on April 7 that with immediate effect importations by means of documents against acceptance (D/A) and open account (O/A) arrangements will be allowed only for the following:

Producer firms with a history of regular importations under D/A and O/A arrangements, for their end-use, as of February 21, 1970 to the extent of the amount imported by each firm under these arrangements in 1970.

Producer firms established after February 21, 1970 expressly authorised by the Monetary Board to import end-use requirements under D/A and O/A arrangements, to the extent of the amount imported by each under these arrangements during the first year of operation.

Shipments previously qualified under D/A and O/A arrangements and which have already left their ports of origin as of April 7, 1972.
CRE ext. 2253

United States

EFFECT OF PRICES POLICY ON IMPORTS: The United States Cost of Living Council, the administering body for the current prices and wages controls in the United States, has issued a notice which clarifies the position of an American subsidiary of a foreign firm in respect of the exemption usually granted to imported products from the price controls. A copy of the notice is available, but basically any orders placed with the US subsidiary, even where the goods are to be shipped direct from the parent company to the US purchaser, are subject to the controls. However, where the US subsidiary is acting purely as an agent, ie the order is in fact placed with the parent company, then those goods would be granted exemption from the controls. **CRE ext. 2647**

FOOD AND DRUG ADMINISTRATION: *Cheese Products.* The US Food and Drug Administration has announced amendments to its regulations relating to the labelling requirements for certain cheese products, including the label statement for optional ingredients. (FR 7.7.72) **ESD ext. 455/456/457**

Revised identity standards are proposed for cottage cheeses and provision is made for the declaration of ingredients and quantity on label statements. (FR 30.6.72) **CRE ext. 2397**

Canned fruit and juices. The definition and standards of identity for canned peaches, pears and fruit cocktail have been extended to provide for the use of liquid sweeteners in the preparation of sweetened juices and syrups. (FR 6.7.72) **ESD ext. 455/456/457**

Use of mercury in cosmetics. Regulations are proposed to prohibit the sale of beauty products containing mercury as a skin bleaching agent, and to restrict the use of mercury in cosmetics to a trace amount if its use is unavoidable under conditions of good manufacture, or if the cosmetic is for use only in the area of the eye and no satisfactory non-mercurial substitute is available. (FR 30.6.72)
CRE ext. 2397

Brazil

CHANGES IN MANUFACTURED GOODS TAX ON VEGETABLE OILS: Decree 70480 of May 4 removes the manufactured goods tax (IPI) on the following headings of the Brazilian Customs tariff:

15.07.01.01 to 15.07.01.06	15.07.01.10	15.07.01.14	15.07.01.24
15.07.01.08	15.07.01.11	15.07.01.20	15.07.01.99

SOME EDUCATIONAL MATERIAL FREE OF MANUFACTURED GOODS TAX: Decree 70660 of May 30 published on May 31 and in force from that date, makes the following amendments to the rates of manufactured goods tax (IPI):

Tariff no.	Description	Rate of tax
92.12.01.00	Records, ordinary or long-playing (recorded)	8%
	ex Records, ordinary or long-playing, recorded with educational material	Free
92.12.03.01	Cassettes and the like, of any length of tape	15%
	ex Cassettes and the like, of any length of tape, recorded with educational material	Free
97.03.99.02	Other	18%
	ex Recreational sets of an educational nature, such as chemistry, electrical, printing and similar sets	Free

EDB ext. 474/476/7312

Peru

THE ANDEAN PACT AND FOREIGN INVESTMENT IN PERU: The opinion of the legal department of the Peruvian Banco de Credito, as reported to the British Embassy at Lima, is that Article 37 of Decree Law 18900, whereby the Peruvian Government adopted Decision 24 of the Andean Pact, will be interpreted by the authorities to mean that the 14 per cent figure relating to remittance of profits refers to the net profits which can be remitted abroad and that it does not include withholding tax. In addition, the opinion is that the reinvestment of all or part of the undistributed profits arising from a direct foreign investment constitutes direct foreign investment and that the 14 per cent remittable can be calculated on the new total foreign capital investment. **CRE ext. 2288**

Venezuela

IMPORT LICENCES: *Trade and Industry* of July 20 (page 105) contained a notice regarding the removal of import licensing requirements on a large number of goods. It should be noted, however, that only the following tariff numbers are affected and that some goods within the ranges mentioned in the original notice are still subject to import licensing:

001.04.01.1; 043.01.00; 046.01.02.1; 047.09.01; 048.01.01.1; 051.07.01.2; 051.07.02.4; 051.07.01.3; 051.07.02.2; 052.01.00; 054.02.02.1; 054.02.02.3; 054.02.02.4; 054.02.02.5; 231.03.00; 242.02.01; 242.02.02.2; 243.02.01; 292.09.01.2

512.04.02.4; 541.01.00; 541.09.02.1; 541.09.03.2; 541.09.04.9; 541.09.05.9; 541.09.06.4; 541.09.06.9; 541.09.07.9; 541.09.08.2.B; 541.09.08.3; 541.09.08.9; 552.01.07.1; 552.01.07.2; 552.02.01; 552.02.03.9; 552.03.02; 552.03.03.3; 552.03.03.4; 599.09.09; 599.09.14; 642.02.01.4; 663.07.02; 663.09.02.3; 663.09.03.2; 665.01.01; 665.02.01; 665.09.02.3; 665.09.02.5; 681.07.01.2; 699.16.03; 699.21.06.9

713.01.01.2; 714.02.01.1; 714.02.01.2; 716.03.01; 716.03.03.2; 716.03.04.9; 716.03.05.1; 716.13.10.1; 716.13.10.2; 716.13.10.3; 716.13.10.4; 716.13.22; 716.15.03; 721.01.01.2; 721.01.01.3; 721.01.01.4; 721.01.01.5; 721.03.04; 721.04.01.3; 721.04.02.2; 721.04.02.9; 721.04.04.2; 721.04.04.9; 721.04.05.2; 721.04.05.3; 721.04.05.4; 721.04.09; 721.07.03; 721.11.01; 721.11.02; 721.19.07.4.A; 734.01.00; 734.03.00

812.04.01.3.B; 841.01.01.2; 841.01.02.2; 841.01.04.2; 841.01.05.2; 841.01.06.2; 841.19.02.2; 861.01.01; 861.01.02; 861.01.03; 861.01.04.4; 861.01.10; 861.02.01; 861.03.01; 861.03.03; 861.09.02.1; 861.09.01.2; 861.09.02.2; 861.09.04; 861.09.06.2; 862.01.01; 862.01.02; 862.01.03; 862.01.04.2; 891.01.03.1; 891.01.03.2; 891.01.03.3; 891.01.09; 899.17.04.2; 899.99.09.4

EDB ext. 474/476/7312

Department of Trade and Industry

Offices providing services for British exporters

Headquarters

Export Services Division
Export House, 50 Ludgate Hill, London, EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Office for Scotland
314 St. Vincent Street, Glasgow, C.3
Tel. 041-248 2855. Telex 77583 DTI GLASGOW

Inverness District Office
29a High Street, Inverness
Tel. Inverness 30867

Office for Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL
Tel. Cardiff 62131. Telex 49267 DTI CARDIFF

North Wales District Office
Government Buildings, Dinerth Road, Colwyn Bay, Denbs.
Tel. Colwyn Bay 44261

Yorkshire and Humberside Regional Office
City House, New Station Street, Leeds, LS1 4JQ
Tel. Leeds 38232. Telex 557470 DTI LEEDS

Northern Regional Office
Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
Tel. Newcastle upon Tyne 27575. Telex 53178 DTI NTYNE.

Cumberland and Westmorland District Office
Town Hall, Cockermouth, Cumberland
Tel. Cockermouth 3498/9
Telex 64173 DTI COCKERMOUTH

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester, M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office
Five Ways House, Islington Row, Birmingham, BI5 1SJ
Tel. 021-643 8221. Telex 337021 DTI BHAM

East-Midlands Regional Office
Cranbrook House, 47 Cranbrook Street, Nottingham NG1 1ES
Tel. Nottingham 46121. Telex 37143 DTI NOTTM

South-Western Regional Office
The Pithay, Bristol, BS1 2PB
Tel. Bristol 21071. Telex 44214 DTI BRISTOL

Northern Ireland Ministry of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. Belfast 34488. Telex 74578 GOVNI BELFAST

Addresses of ECGD local offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters. Its object is to provide, on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1970-71 was £3,225 million. The Head Office of ECGD is at Aldermanbury House, Aldermanbury, London, EC2P 2EL. Tel. 01-606 6699, Telex 883601. The Department's local offices are as follows:

London (City)
London postal districts E., and E.C.2 and 3, and the county of Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 01-488 3491. Telex 886888.

London (South)
London postal districts of E.C.4, S.E.1-27 and S.W.1-20. Counties of Kent and Surrey (Greater London Council Area only).
G. J. A. Link, First Floor, Lancaster House, 70 Newington Causeway, SE1 6EG. Tel. 01-407 5011. Telex 888575.

London (North)
London postal districts of N., E.C.1, W.C.1 and 2, County of Hertford and Middlesex (part GLC area only).
D. A. Green, 1-4 Old North Street, Red Lion Square, WC1R 4TE. Tel. 01-405 8991. Telex 2633615.

London (West End)
London postal district N.W. and W. Middlesex (part GLC area only).
D. G. Hake, Waverley House, 7-12 Noel Street, London, W1V 3PB. Tel. 01-437 2292. Telex 24105.

Bedford
Counties of Bedford, Cambridge, Huntingdon, Norfolk, Suffolk and Northamptonshire.
M. J. Crane, Heron House, 49-51 Goldington Road, Bedford. Tel. Bedford 58798. Telex 82350.

Belfast
The six counties of Northern Ireland.
R. H. Forsyth, River House, High Street, Belfast, BT1 2BE Tel: Tel. Belfast 31743/4. Telex 74577.

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Stafford.
R. J. Thomas (Acting) Chamber of Commerce House, Harborne Road, Birmingham 51B 3DL Tel. 021-454 4375. Telex 33132.

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
F. Wilmot, West Riding House, Cheapside, Bradford, BD1 4LG. Tel. Bradford 25147. Telex 51161.

Bristol
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall and the Channel Islands.
W. D. Begg, Washington House, Great George Street, Bristol, BS1 5QL. Tel. Bristol 22102. Telex 44248.

Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff, CF1 1ES. Tel. 26657. Telex 49284.

Crawley
Counties of Surrey (excluding area covered by GLC) and Sussex.
F. R. Burge, Barden House, 36 Spencers Road, West Green, Crawley, Sussex. Tel. 23444. Telex 87374.

Edinburgh
The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
J. S. Anderson, 108 George Street, Edinburgh, EH2 4LN. Tel. 031-225 3004. Telex 72170.

Glasgow
The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, G2 1BL. Tel. 041-221 3056. Telex 77130.

Leeds
The East and North Riding of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
W. A. Luxton, Headrow House, 42 The Headrow, Leeds, LS1 8HD. Tel. Leeds 30082. Telex 55232.

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint: parts of Lancashire and Cheshire and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool, L3 9HJ. Tel. 051-236 5756. Telex 62537.

Manchester
Parts of Lancashire and Cheshire and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, M2 4AJ Tel. 061-236 8861. Telex 667756.

Newcastle upon Tyne
Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
R. A. Bounds, 2 Osbourne Road, Newcastle upon Tyne, NE2 2BL. Tel. Newcastle 814214. Telex 53305.

Nottingham
Counties of Leicester and Rutland, and parts of the counties of Nottingham, Derby and Lincoln.
A. E. Beedle, Equitable House, Old Market Square, Nottingham, NG1 2LE. Tel. 46585. Telex 37566.

Reading
Counties of Berks, Bucks, Hants, Oxford and West Middlesex.
K. I. Humphrey, 18 The Forbury, Reading, RG1 3EJ. Tel. Reading 580577. Telex 84422.

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
W. K. A. Oxley, 8-12 Furnival Gate, Sheffield, S1 4QN. Tel. Sheffield 29151. Telex 54244.

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. A. Dorrian, DFM, 150 East 58th Street, New York, 10022, USA. Tel. 593 2258. Telex 126919.

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
— nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m in base year	26,973		21,763	20,127	20,127	11,372	4,912	1,070	994	944	1,752	Series in £ million			
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	−37	13	22
1968	116	119.8	136	135	112	103.6	139	131	144	145	142	158	23	75	41
1969	118	122.9	143	143	113	103.0	138	140	148	132	132	346	232	26	27
1970	120	124.1	156	155	116	104.2	140	152	157	119	136	265	214	42	13
1971	122	125.0	172	171	119	104.8	142	141	160	121	144	24	−153	−4	36
1970 1st qtr	117	123.7	149	148	114	103.3	135	145	146	114	133	−25	42	1	−41
2nd qtr	121	123.4	155	153	116	104.2	143	153	163	119	137	103	55	11	14
3rd qtr	120	124.4	159	158	117	104.6	140	154	156	121	134	104	44	7	—
4th qtr	122	124.9	163	160	117	104.7	143	157	165	120	139	83	72	23	15
1971 1st qtr	118	124.4	164	161	115	102.1	138	146	148	114	146	82	41	−1	−44
2nd qtr	122	125.3	170	170	119	104.4	142	139	164	122	141	−58	−114	11	38
3rd qtr	123	125.5	175	175	120	105.5	142	144	165	122	141	−36	−59	−9	6
4th qtr	124	124.8	179	178	121	107.4	144	134	163	127	147	36	−21	−6	36
1972 1st qtr	119	121.6	180	181	122	106.5	143	138 ††	160			−156	−122	−3	−29
1971 Nov		124.8				106.8									
Dec.		124.5				107.1									
1972 Jan		124.8				107.0									
Feb		113.5				106.0									
Mar		126.6				106.6									
Apr		127.5				108.1									
May		131.2				108.5									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail price Index		Wholesale price index: all manufacturing industry§§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Exports(¶)	Imports(‖)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956				1963	1963	
£m in base year							Series in thousands			4,282	4,362	Series in £ million
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	121	120	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24,476	120	130	−298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	146	159	−291
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	443
1970	125	140.2	*6.4*	126.2	127.7	217.7	573	186	24,135	184	181	611
1971	114	153.4	*9.4*	132.6	137.7	246.4	744	129	23,711	207	197	979
1970 2nd qtr	122	139.5	*5.8*	126.1	126.6	214.0	563	188	24,138	183	183	114
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	583	185	24,072	175	178	75
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	586	176	24,054	199	190	204
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	642	150	23,824	186	189	
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	713	128	23,782	214	199	100
3rd qtr	117	155.3	*10.1*	134.1	139.2	248.6	782	119	23,639	217	197	283
4th qtr	114	157.3	*9.2*	133.6	140.0	257.0	836	118	23,598	213	202	354
												242
1972 1st qtr		159.7	*8.0*	135.0	141. 6	265.9	877	124		207	214	
2nd qtr				136.2 p	143.4 p		838	133		215 p	218 p	30
1971 Dec	114	158.1	*9.0*	134.2	140.3	262.6	855	116		222	208	
1972 Jan		159.0	*8.2*	135.6	141.2	265.2	872	119		208	204	
Feb		159.8	*8.1*	134.6	141.6	265.6	872	126		212	217	
Mar		160.3	*7.6*	134.7	142.0	266.9	886	126		202	221	
Apr		161.8	*6.3*	136.0	142.6 r	268.6	891	128		210 p	220 p	
May		162.6	*6.1*	136.2 p	143.4 p	271.5	828	134		211 p	218 p	
Jun				136.2 p	144.2 p	275.8 p	798	139		224 p	215 p	
Jul		163.7					803 p	140 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(§§) This now includes food industries. (††) Not directly comparable with earlier figures; see Capital Expenditure article in T & I Volume 7 No. 11 15th June 1972

TEXTILES

Wholesale houses' sales

SALES by wholesale textile houses in May showed an increase of 4 per cent on a year earlier, compared with a decrease of 3 per cent in March and an increase of 6 per cent in April.

The value of stocks at the end of May was 10 per cent higher than a year earlier.

TABLE 1. TOTAL SALES AND STOCKS

Index numbers and *percentage increase compared with a year earlier* 1950 =100

	Value of home sales		Value of stocks end period	
1966	110	*–3*	..	..
1967	104	*–5*	..	..
1968	108	*4*	..	..
1969	103	*–5*	..	..
1970	107	*4*	..	..
1971	115	*8*	..	..
1970 2nd quarter	97	*–2*	140	*1*
3rd quarter	105	*5*	146	*–7*
4th quarter	135	*8*	143	*–3*
1971 1st quarter	100	*10*	147	*–8*
2nd quarter	106	*10*	135	*–4*
3rd quarter	115	*9*	148	*1*
4th quarter	140	*4*	152	*6*
1972 1st quarter	102	*2*	164	*11*
1971 May	101	*10*	137	*–9*
June	103	*8*	135	*–4*
July	90	*8*	137	*–6*
August	110	*10*	142	*–1*
September	145	*8*	148	*1*
October	155	*1*	138	*7*
November	131	*6*	155	*10*
December	135	*7*	152	*6*
1972 January	72	*9*	152	*19*
February	103	*5*	160	*16*
March	130	*–3*	164	*11*
April	121	*6*	147	*8*
May	105	*4*	151	*10*

TABLE 2. ANALYSIS BY DEPARTMENT

Percentage increase compared with a year earlier

	Sales		Stocks(‡)
	May 1972	January-May 1972	May 1972
Women's knitted outerwear, blouses and skirts	–26	– 5	5
Women's coats, costumes, furs and raincoats	–19	–15	6
Women's underwear	–16	–11	7
Women's hose and children's socks	–25	–22	–16
Women's millinery	31	16	7
Haberdashery, ribbons and wool	44	22	27
Children's wear	–29	– 1	30
Men's and boys' shirts, pyjamas and outfitting	–13	– 6	28
Gloves	11	– 3	28
Piece-goods and nets	– 6	–15	– 4
Household textiles	3	– 1	7
Floor coverings, furniture and hardware	20	13	11
Boots and shoes	1	4	– 4
Total†	4	3	10

† Including some items not included among the sub-headings.
‡ Values at cost.

Note

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 3 Berners Street, London W1P 4JP (Tel. 01-580 2902).

Retail prices index for June

THE Department of Employment announces that the official index figure which measures changes in the average level of retail prices was 163.7 on June 20, 1972. This compares with 162.6 on May 16 and with 100.0 at the base date of January 16, 1962. The rise in the index during the month was due mainly to increases in the prices of beef, lamb, other meat, some fresh vegetables and meals bought and consumed outside the home. There were reductions in the prices of tomatoes and butter.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, July 21, 1972
BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Super Tanker	BR/E 36312/23/7/77	25	July 18.	MGM-EMI Distributors Ltd.	Films of Today Ltd.
Up The Front	BR/E 36313/23/7/77	88	July 18	MGM-EMI Distributors Ltd.	Associated London Films Ltd.
Winter With Dracula	BR/E 36318/23/7/77	29	July 20	E. J. Fancey Productions Ltd.	Polonius Film Services
Young Winston	BR/E 36319/23/7/77	163	July 20	Columbia-Warner Distributors Ltd.	Open Road Films Ltd.
Movietone News 2250	BR/E 36199/23/7/77	7	July 21	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2250A	BR/E 36200/23/7/77	8	July 21	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
Support Your Local Gunfighter	F 36306	92	July 18	United Artists Corporation Ltd.	Cherokee Productions Ltd. and Brigand Productions Inc.
Lucky Luke	F 36307	76	July 18	United Artists Corporation Ltd.	Promotions Dargaud Films, Paris
New Horizons New Zealand	F 36308	14	July 18	MGM-EMI Distributors Ltd.	Associated British Pathe Ltd.
Italy Fountains & Gondolas	F 36309	9	July 18	MGM-EMI Distributors Ltd.	Associated British Pathe Ltd.
False Witness	F 36310	88	July 18	MGM-EMI Distributors Ltd.	Robert J. Enders Productions
Skyjacked	F 36311	100	July 18	MGM-EMI Distributors Ltd.	MGM Inc. and Walter Seltzer Productions Inc
Pufnstuf	F 36314	94	July 18	Rank Film Distributors Ltd.	Universal International Films. Inc
La Fiancee Du Pirate (Dirty Mary)	F 36315	106	July 18	Rank Film Distributors Ltd.	Cythere Films of Paris, Paris
Menace On The Mountains	F 36316	81	July 20	Walt Disney Productions Ltd.	Walt Disney Productions.
Dany (The Ravager)	F 36317	78	July 20	Border Film Productions (London) Ltd.	Sport Films, Paris

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Service and Distributive Series. Contains statistics showing movements in turnover of various sectors of retail and catering trades, instalment credit business of retailers and finance houses, and assets and liabilities of finance houses.

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☐P125 Tobacco (Q)

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☐P58 Formulated pesticides etc (Q)
☐P102 General chemicals (Q)
☐P66 Organic chemicals (Q)
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☐P97 Pharmaceutical chemicals and preparations (Q)
☐P115 Photographic chemical materials (Q)
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☐P126 Printing ink (Q)
☐P20 Soap and detergents (Q)
☐P127 Surgical bandages etc (Q)
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☐P11 Toilet preparations (Q)

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☐P113 Engineering (volume indices of sales and orders) (M)

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☐P124 Ball and roller bearings (Q)
☐P47 Construction and earth-moving equipment (Q)
☐P13 Industrial engines (Q)
☐P27 Mechanical handling equipment (Q)
☐P64 Metal-working machine tools (M)
☐P129 Mining machinery (Q)
☐P23 Office machinery (Q)
☐P130 Printing, bookbinding and paper goods machinery (Q)
☐P28 Refrigerating machinery (Q)
☐P128 Textile machinery and accessories (Q)

Instrument engineering
☐P48 Photographic and document copying equipment (Q)
☐P29 Scientific and industrial instruments and systems (Q)

(continued)

☐P116 Surgical instruments and appliances (Q)
☐P49 Watches and clocks (Q)

Electrical engineering
☐P51 Electric lamps (Q)
☐P65 Electric light fittings (Q)
☐P8 Gramophone records (M)
☐P77 Hearing aids (Q)
☐P50 Motor control gear (Q)
☐P78 Radios, television sets and sound reproducing apparatus (M)
☐P79 Rectifier plant (Q)
☐P12 Rotating electrical machinery (Q)
☐P80 Tape recorders (M)
☐P81 Telecommunications equipment (Q)

Shipbuilding and marine engineering
☐P82/82A Merchant ship-building/Ships, boats and marine engineering (Q)

Vehicles
☐P1 Cars and commercial vehicles (M)
☐P52 Locomotives, railway track equipment, railway carriages, wagons and trams (Q)
☐P2 Motor cycles and pedal cycles (Q)
☐P30 Trailers, caravans and freight containers (Q)
☐P42 Wheeled tractors (Q)

Metal goods
☐P32 Cutlery, spoons, forks, tableware and safety razors (Q)
☐P34 Domestic hollow-ware (Q)
☐P26 Engineers' tools (Q)
☐P33 Jewellery (Q)
☐P84 Metal furniture (Q)
☐P31 Tools and implements (M)

Textiles
☐P131 Canvas goods and sacks and other made-up textiles (Q)
☐P9 Carpets (Q)
☐P73 Foam backing, foam laminating and fabric to fabric bonding (M)
☐P4 Hosiery and other knitted goods (Q)
☐P121 Household textiles and handkerchiefs (Q)
☐P108 Jute (Q)
☐P15 Lace (Q)
☐P10 Narrow fabrics (Q)
☐P117 Production of man-made fibres (Q)
☐P118 Spinning and doubling on the cotton and flax systems (Q)
☐P122 Textile finishing (Q)
☐P72 Warp knitting (Q)
☐P119 Weaving of cotton, linen and man-made fibres (Q)
☐P120 Woollen and worsted (Q)

Leather, leather goods and fur
☐P109 Fur (Q)
☐P105 Leather and fellmongery (Q)
☐P106 Leather goods (Q)

Clothing and footwear
☐P94 Corsets and miscellaneous dress industries (Q)
☐P17 Footwear (Q)
☐P16 Gloves (Q)
☐P110 Hats, caps and millinery (Q)
☐P60 Made-up clothing (sales volume indices) (M)
☐P90 Men's and boys' tailored outerwear (Q)
☐P92 Overalls and men's shirts, underwear etc. (Q)
☐P89 Weatherproof outerwear (Q)
☐P93 Women's and girls' light outerwear, lingerie, infants' wear etc. (Q)
☐P91 Women's and girls' tailored outerwear (Q)

Bricks, pottery, glass, cement etc.
☐P112 Cement (Q)
☐P111 Clay building bricks and other non-refractory goods (Q)
☐P107 Glass (Q)
☐P6 Pottery (Q)
☐P123 Refractory goods (Q)

Timber, furniture etc.
☐P24 Bedding and soft furnishings (Q)
☐P37 Imported timber (M)
☐P99 Miscellaneous wood and cork manufactures (Q)
☐P85 Shop and office fitting (Q)
☐P36 Timber (sawmilling etc. and builders' woodwork) (Q)
☐P38 Wood chipboard (M)
☐P98 Wooden containers and baskets (Q)
☐P83 Wooden furniture and upholstery (Q)

Paper, printing and publishing
☐P67 Boxes, cartons and fibreboard packing cases (Q)
☐P75 General printing and publishing (Q)
☐P71 Manufactured stationery (Q)
☐P87 Miscellaneous manufactures of paper and board (Q)
☐P68 Miscellaneous packaging products of paper and film (Q)
☐P69/74 Newspapers and periodicals (Q)
☐P103 Paper and board (Q)
☐P5 Paper and paper making materials (M)
☐P86 Wallcoverings (Q)

Other industries
☐P25 Brushes and brooms (Q)
☐P45 Miscellaneous stationers' goods (Q)
☐P88 Musical instruments (Q)
☐P40 Plastics floorcoverings, leathercloth etc. (Q)
☐P95 Plastics products (Q)
☐P7 Rubber (M)
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Release dates of economic statistics to be published in August

THIS notice is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in August. The dates are those which Departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about individual series should be addressed to the source named.

Publication date	Series	Method of release*	Source
August			
1 Tues.	London clearing banks monthly statement (mid-July)	PN	CLCB
2 Wed.	UK Official Reserves (July)	PN	Treasury
	Capital issues and redemptions (July)	PN	Bank of England
	Central government borrowing requirement (June)	Fin Stats	CSO/Treasury
	Weekly fuel statement	PN	DTI
3 Thurs.	CBI industrial trends survey (July)	PN	CBI
4 Fri.	Consolidated Fund and National Loans Fund (July)	London Gazette	Treasury
7 Mon.	Hire purchase and other instalment credit business (June)	PN	DTI
	Retail trade (June)	PN	DTI
	Preliminary results of the June agricultural census	PN	MAFF
8 Tues.	Numbers of foreign visitors to Britain (June)	PN	DTI
9 Wed.	UK banks' eligible liabilities, reserve assets and reserve ratios (mid-July)	PN	Bank of England
	Weekly fuel statement	PN	DTI
11 Fri.	Index of industrial production (June)	PN	CSO
	UK overseas trade (July)	PN	DTI
	Crude steel production (July)	PN	BSC/BISPA
	Finished steel receipts, consumption and stock changes (2nd qtr.-prov.)	PN	DTI
14 Mon.	Turnover of the Motor trades (June)	PN	DTI
	Turnover of the catering trades (June)	PN	DTI
16 Wed.	Building Societies receipts and loans (July)	PN	BSA
	Weekly fuel statement	PN	DTI
	Wholesale price index numbers (July)	PN	DTI
18 Fri.	Retail prices index (July)	PN (19.30 hrs.)	Department of Employment
	Consumers' expenditure (2nd qtr.—2nd preliminary estimate)	PN	CSO
20 Sun.	National Savings monthly progress report (July)	PN	DNS
21 Mon.	Basic rates of wages and normal weekly hours (end July)	PN (19.30 hrs.)	Department of Employment
	Monthly index of average earnings (June)		
22 Tues.	New vehicle registration (July)	PN	Department of the Environment
23 Wed.	UK banks' assets and liabilities and the money stock (mid-July)	PN	Bank of England
	Weekly fuel statement	PN	DTI
24 Thurs.	Registered unemployed (prov.-Aug.)	PN	Department of Employment
	Unfilled vacancies (Aug.)		
	Electricity generation (July)	PN	DTI
	Car and commercial vehicle production (July)	PN	DTI
29 Tues.	London clearing banks monthly statement (mid-Aug.)	PN	CLCB
30 Wed.	Bricks and cement production (July)	PN	Department of the Environment
	Housing starts and completions (July)	PN	Department of the Environment
	House improvement grants (July)		
	Weekly fuel statement	PN	DTI
31 Thurs.	Construction—new orders (2nd qtr.)	PN	Department of the Environment
	Central Government borrowing requirement (July)	Fin Stats	CSO/Treasury
	Registered unemployed (final figures—July)	Gazette	Department of Employment
	Employment in production industries (June)		
	Overtime and short-time working in manufacturing industries (June)		
	Stoppages of work due to industrial disputes (July)		

* PN = Press Notice

'Economic Progress Report' for August

THE August issue of *Economic Progress Report*, prepared by the Treasury Information Division, contains articles on floating the pound; how industrial production in Britain has changed since 1948; incomes and output from 1961 to 1971 and the monthly economic assessment.

Business Monitor

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- Tools and implements for March
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A complete list of titles of Business Monitors is published on page 185 of this issue.

New companies registered

BELOW are details of new companies registered in Great Britain during June 1972 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100	2,821	—	2,821
Over £100 but under £1,000	98	—	98
£1,000 but under £10,000	721	1	720
£10,000 but under £50,000	117	—	117
£50,000 but under £100,000	11	—	11
£100,000 but under £1,000,000	9	—	9
£1,000,000 and over	—	—	—
Total number	3,777	1	3,776
Total amount of Nominal Capital	£ thous. 5,561	£ thous. 1	£ thous. 5,560

Companies registered in Great Britain in 1971 and 1972

	1971		1972	
	Number	Nominal Capital £ thous.	Number	Nominal Capital £ thous.
January	2,684	10,440	4,008	8,032
February	2,323	3,961	3,745	12,111
March	3,136	7,720	4,045	10,671
April	3,210	16,525	4,182	9,931
May	3,088	5,233	4,412	9,158
June	3,569	7,317	3,777	5,561
July	3,142	6,631		
August	3,483	6,559		
September	3,139	9,140		
October	3,490	61,353		
November	3,950	8,073		
December	3,748	8,484		
Total	38,962	151,436		

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.

Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	March 16 1972
trade by air (6M)	April 6 1972
Balance of payments:	
quarterly figures (Q)	June 22 1972
trends in invisible transactions (Q)	June 22 1972
Bankruptcy orders (Q)	March 9 1972
Business names and limited partnerships (A)	Feb 10 1972
Capital expenditure:	
distributive and service trades (A)	April 28 1971
manufacturing, distributive and service industries (Q)	July 13 1972
Catering trades turnover (M)	July 13 1972
Chemicals industry activity (Q)	June 15 1972
Companies:	
acquisitions and mergers (Q)	May 25 1972
new registrations:	
Gt. Britain (M)	This week
N. Ireland (M)	July 13 1972
Computers, UK market (Q)	July 13 1972
Construction work overseas (A)	Oct 7 1971
ECGD business (Q)	April 6 1972
Electronic capital equipment (Q)	May 25 1972
Engineering industries, orders and deliveries (M)	May 11 1972
Film industry:	
British Film Fund Agency returns (M)	July 13 1972
cinema admissions and takings (M)	July 20 1972
overseas payments and earnings (A)	July 20 1972
registration of films (A)	Feb 3 1972
trends in film going (A)	Aug 19 1971
Food:	
consumption levels (6M)	July 20 1972
household consumption (Q)	March 23 1972
Footwear industry	
production, orders and deliveries (M)	July 20 1972
Foreign trade:	
EFTA (Q)	March 23 1972
industrial countries' trade and production (Q)	May 25 1972
world exports of manufactures (A)	Sept 30 1970
Foreign trade of the UK:	
ECGD business (Q)	April 6 1972
direct exporters and credit terms (A)	April 13 1972
unit value and volume index numbers (M)	July 20 1972
value (M)	June 22 1972
value, analysis of trends (Q)	May 11 1972
Furniture orders and deliveries (M)	July 20 1972
Hire-purchase business (M)	July 6 1972
Industrial development certificates:	
approvals (Q)	April 27 1972
refusals (A)	July 15 1971
Industrial production:	
index numbers (M)	July 20 1972
N. Ireland index (M)	June 29 1972
Wales index (Q)	July 6 1972
Insurance companies, investments and assets (A)	Aug 12 1971
Investment:	
book values of overseas direct investments (every 3 years)	Sept 23 1970
industry's investment intentions (3 times a year)	June 15 1972
investment and earnings overseas (A)	March 23 1972
Machine tools, deliveries and orders (Q)	March 23 1972
Man-made fibres:	
deliveries (Q)	May 25 1972
production (M)	July 20 1972
production, quarterly analysis (Q)	May 25 1972
Motor industry:	
car and commercial vehicle production (M)	July 20 1972
motor trades turnover (M)	July 20 1972
Office development permits (Q)	June 1 1972
Pension funds, investments and assets (A)	Aug 26 1971
Retail prices index (M)	July 20 1972
Retail trades:	
sales (M)	July 6 1972
sales, N. Ireland (M)	July 13 1972
stocks (M)	July 13 1972
Royalties, overseas transactions (A)	March 30 1972
Shipping, nationality of vessels in UK seaborne trade (A)	March 2 1972
Steel consumption and stocks (Q)	June 22 1972
Stocks:	
distributive and service trades (A)	April 28 1971
manufacturers' and distributors' (Q)	July 13 1972
retail (M)	July 13 1972
Television, overseas payments and earnings (A)	Aug 5 1971
Textiles:	
activity in the industry (Q)	July 13 1972
cotton industry production (M)	July 6 1972
hosiery production (M)	June 29 1972
made-up clothing, orders and deliveries (M)	July 6 1972
orders and deliveries (M)	July 6 1972
wholesale houses' sales (M)	This week
wool exports (Q)	June 8 1972
wool output (M)	July 6 1972
Tourism:	
international (A)	Oct 28 1971
UK tourist traffic (M)	July 20 1972
UK official reserves (M)	July 13 1972
Wholesale prices:	
average prices of selected commodities (A)	March 9 1972
index numbers (M)	July 20 1972

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	July 6 1972
Business Monitor titles	This week
Customs notices of interest to exporters	June 15 1972
ECGD local offices	This week
Guide to DTI	July 6 1972
Index Jan-March 1971	May 26 1971
Official Receivers' offices	May 20 1970
Programme of trade promotions	July 20 1972
Release dates of economic statistics	This week

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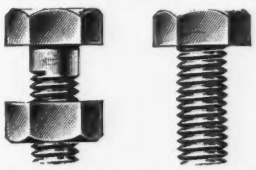

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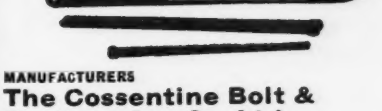

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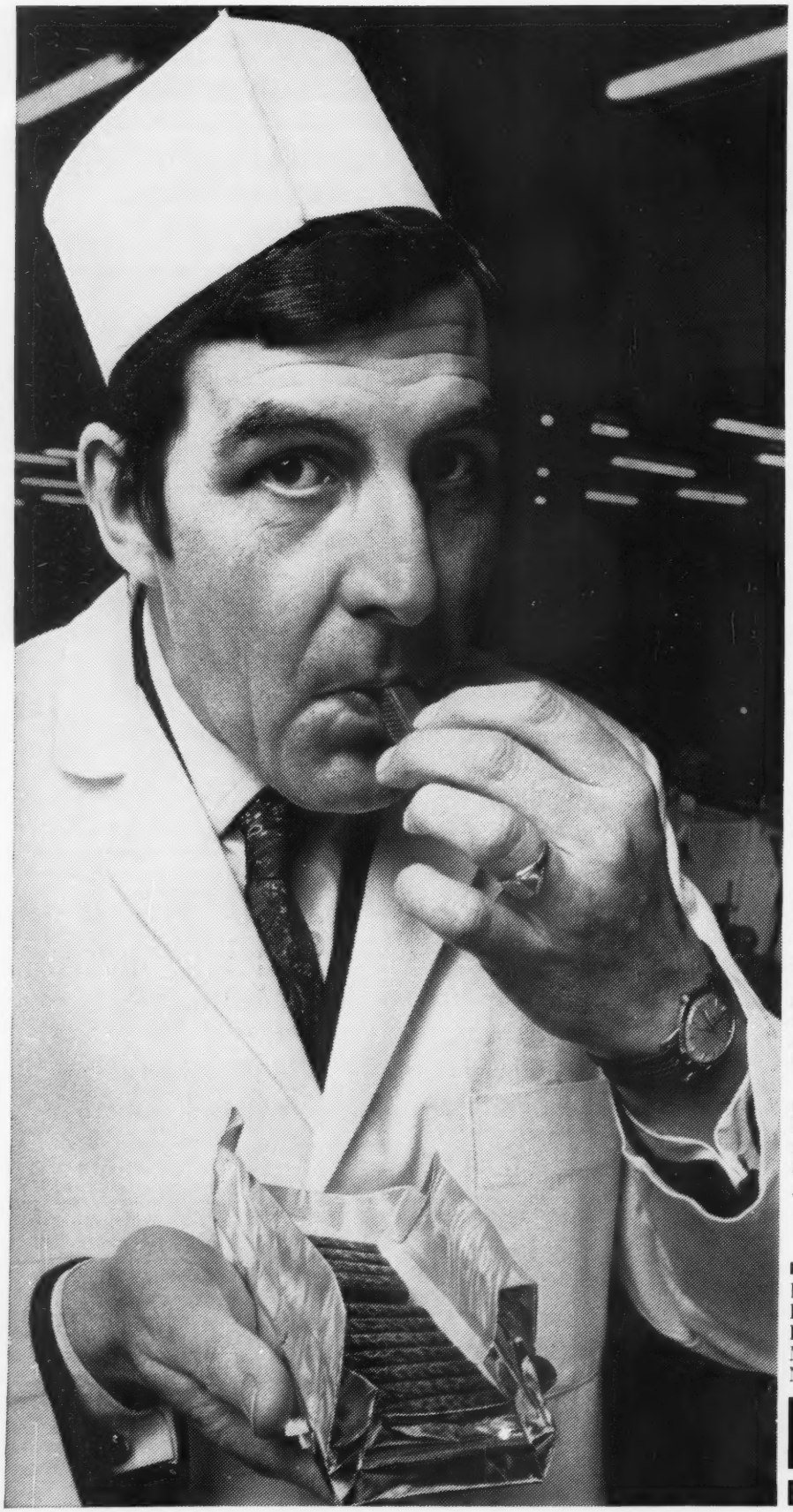

If the crunch comes, what protects the exporter?

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He cites the hypermarket boom in Europe as a current potential danger: 'Everybody's building them, and some inevitably will bite the dust.'

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